



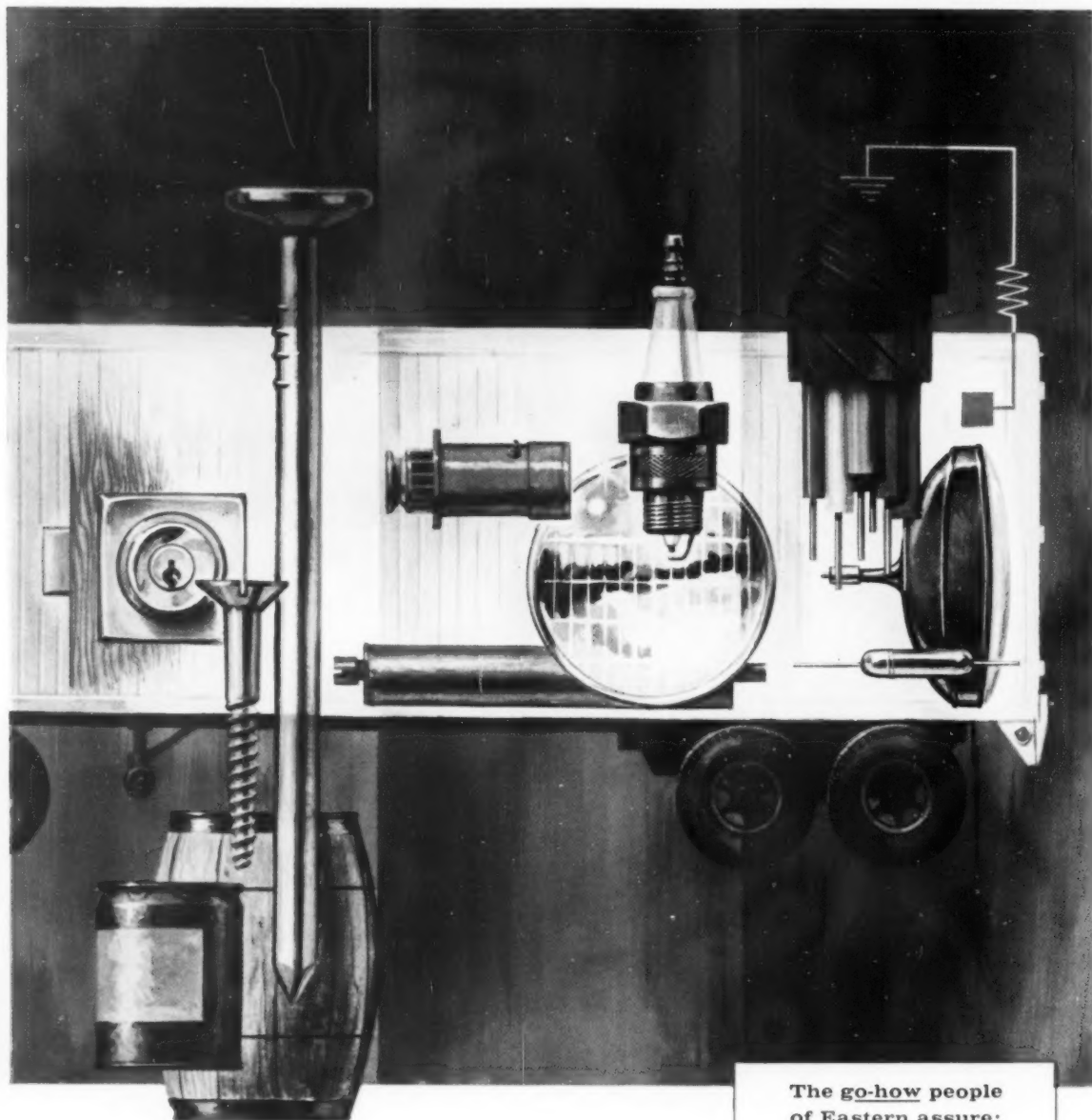
SHIPPING MANAGEMENT



AN INDEPENDENT PUBLICATION WRITTEN FOR HI-WAY AND AIR CARGO SHIPPERS

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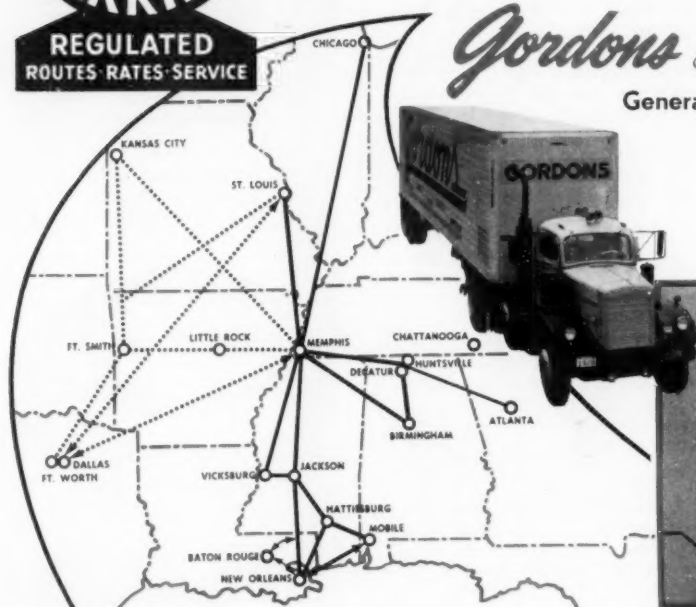
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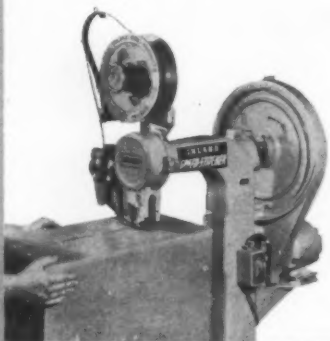
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May, 1961



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2

NEWS you can use

air freight soaring to new highs in service & utility

Short in name, but long on service! That's Ini Airlines, one of the world's newest air cargo haulers. Established a year ago, Ini is already demonstrating that it's right up there with the best of them in speed, service, and dependability. Example: Ini is currently operating the first four-engine cargo hops ever run between Miami and Buenos Aires. The carrier's flight: over the shorter, West Coast route linking North and South America.

Going up shortly, at New York International Airport: a spanking new terminal, to be shared by Northeast Airlines; Northwest Orient Airlines; and Braniff International Airways. Scheduled completion date: Spring, '62.

Highway haulers are pitching in to keep 'em flying. Proof? The recent high-speed handling and hauling, by Consolidated Freightways, of an 8,000-pound aircraft engine needed by Northwest Orient Airlines in Tokyo.



Condition of the unit on arrival: A-1. Delivery time: red-hot. Shipping charges: amazingly low.

Alaska Airlines, reflecting the state it serves, is growing by leaps and bounds. According to President Charles F. Willis, "Alaska flew a total of 108,550,000 passenger miles in 1960; 1,608,000 charter miles; and more cargo than ever before in the airline's history."

Not only are a growing number of air shippers flying cargo from point-to-point, but the general public is, too! So says KLM Royal Dutch Airlines.

Why mounting public interest in sky cargo? Because the transport mode is becoming less and less expensive. Over a certain weight, as a matter of fact, it's cheaper than air parcel post.

Result? More and more personal packages from people in the U. S. to friends and relatives abroad are traveling via sky freight.

Comparison rates: a 10-pound package of shirts and ties, moving to Frankfurt from New York City, costs \$14.40 via air freight. Cost involved in shipping it via air parcel post: \$18.50.



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Denver, Colorado	DU 8-4567
Detroit, Michigan	VI 3-9505
Evansville, Indiana	HA 3-6487
Kansas City, Missouri	HU 3-9343
Los Angeles, California	AN 8-8211
Louisville, Kentucky	ME 6-1361
New York, New York	LO 4-3320
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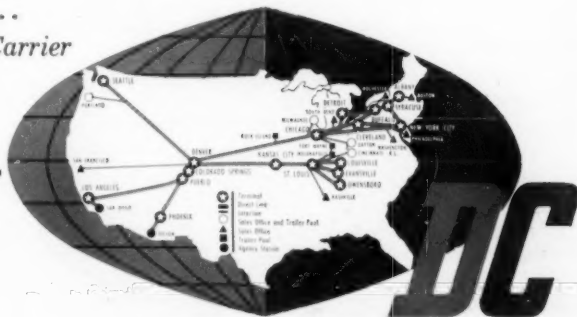
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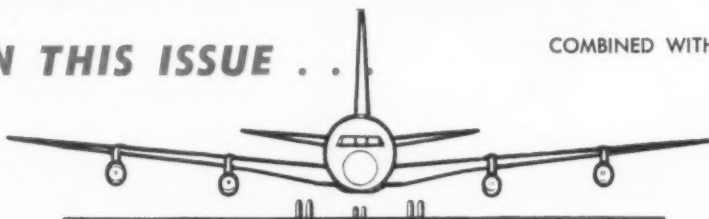
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May, 1961

SHIPPING MANAGEMENT

IN THIS ISSUE . . .

COMBINED WITH



AIR FREIGHT: PRINCIPLES, PROBLEMS, PROSPECTS—PART I

New horizons for air cargo

Equipped with faster, more efficient, more economical air-freighters; time-saving procedures; and the latest techniques, sky shipping is roaring ahead to a bigger, brighter future. Meaning: faster deliveries via air, slashed transport costs, expanded and improved service.

What you MUST know about air freight

Finding it hard keeping abreast of fast-breaking developments in the hectic domestic-international air freight field? Here's a birdseye view of sky shipping today.

How much does air freight really cost?

Figure air shipping costs correctly—and the results are eye-opening! Here's the proper procedure to follow.

A shipper's guide to high-flying domestic air cargo

From coast-to-coast, from Canada-to-the-Gulf, domestic air freight haulers are "beefing" up their operations, boosting capacity, and offering shippers more for their transport dollars.

A shipper's guide to globe-girdling international air freight

International air freight carriers are adding a new dimension to transportation. Result? Shippers are being freed forever from limitations of time & space and are now in a position to make the whole world a market for their goods.

IBM KOs time, distance, and costs with jet air cargo

IBM was on the spot. An electronic replacement part, made in the U.S., was needed in Paris—and fast! The company's approach: a split-second, time-defying airlift.

Why use an air freight forwarder: what he does, how he operates, how he serves the shipper

U.S. sky shipping's Big Three: the CAB, ATA, and IATA

Air freight's progress hinges, to a vast extent, on the work of three key units—the Civil Aeronautics Board, the Air Transport Association, and the International Air Transport Association. Here's what you should know about these all-important organizations.

What's what in coordinated air-surface service

Integrated highway-air operations are expediting the hauling of air freight as never before. Bringing you up-to-date, here's a rundown on the current highway-air picture.

U.S. local service air carriers

Air freight "brainstorms" expedite shipment handling-processing-hauling

Key airwaybill & reservations abbreviations

News You Can Use

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Executive Vice President:

Stanley Kermish

Editor:

Harvey Jay Berman

Production Mgr.:

E. E. Meyer

Advertising and Editorial

Offices: 425 Park Avenue

South, New York 16, N. Y.

Murray Hill 3-6280

Western Manager:

Harry Hearst

11621 South Ashland Avenue

Chicago 43, Illinois

Tel.: PU 5-1611

Cleveland:

Ted Preyss, Jr.

Ludlow Terminal Bldg., Foot of

East 9th St., Cleveland 14, Ohio

Telephone: TOwer 1-4854

Pacific Coast:

Jack O. Hodges

479 S. Main Ave.

Los Angeles 48, Cal.

Tel.: BRadshaw 2-3935

Southeast:

Joe Howell

1776 Peachtree Bldg., Suite 614

Atlanta 9, Georgia

Tel.: 873-2134

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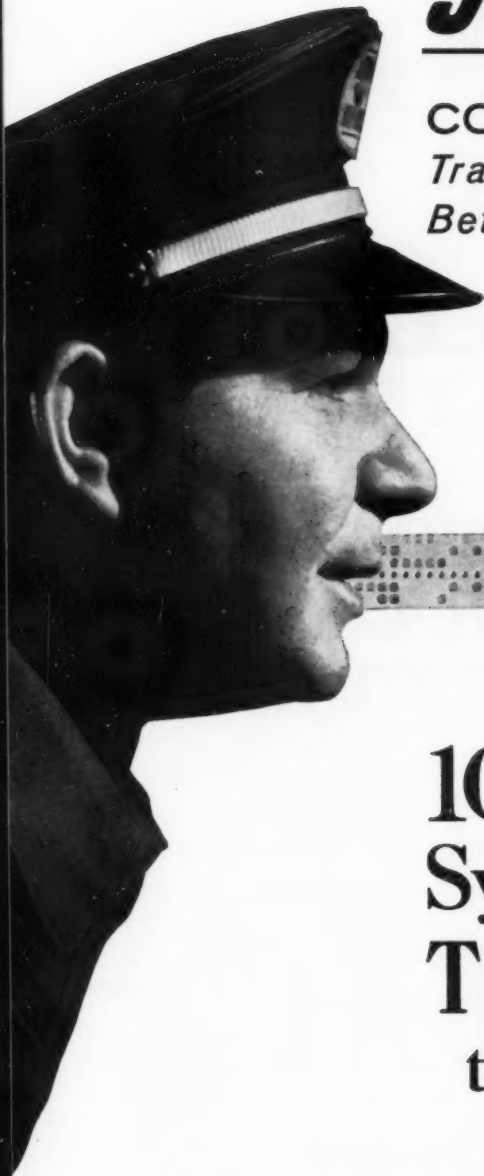
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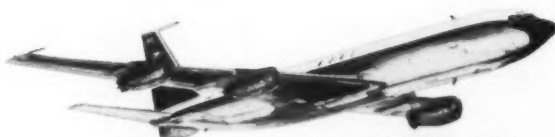
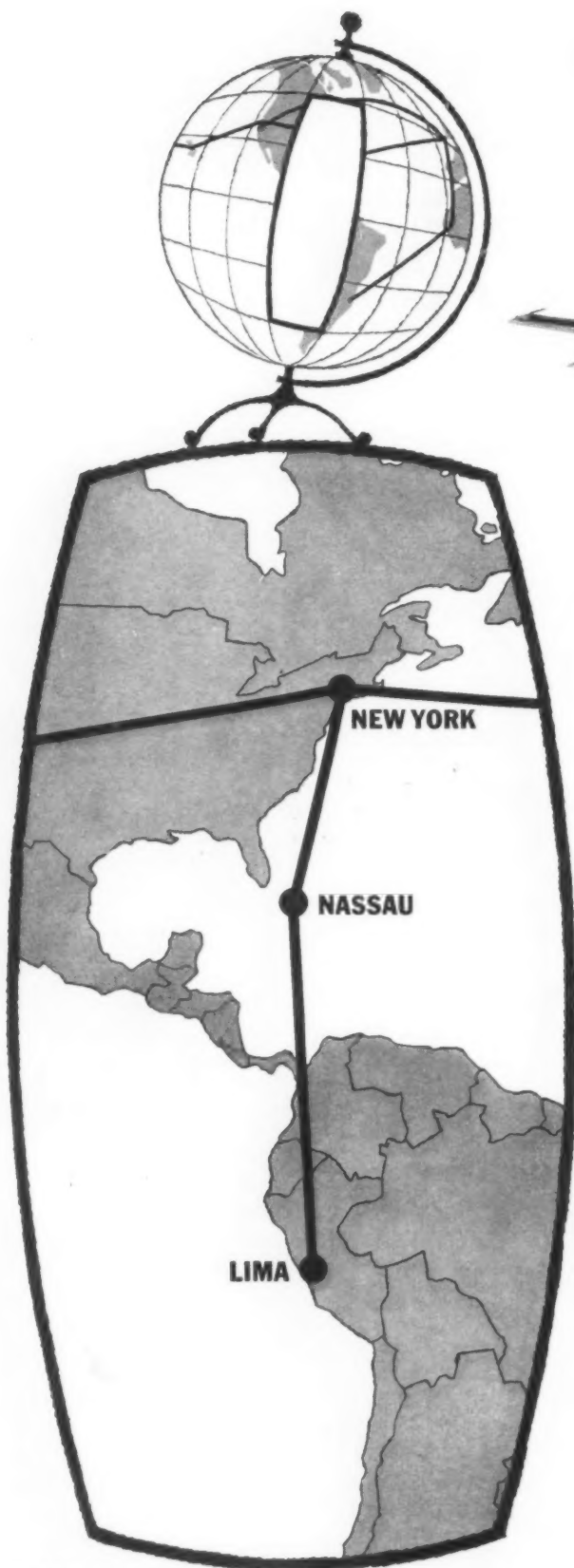
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May, 1961



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6

Shipping Management

SHIPPING MANAGEMENT

25TH ANNIVERSARY
MAY, 1961 • VOL. 26 • NO. 5

Editorial

New horizons for air cargo

Air freight is a transportation Johnny-Come-Lately. As a matter of fact, the airlifting of goods from point-to-point around the world—as we know it today—is little more than a decade old.

True, sky shipping had its beginnings in the late Twenties. But it lost ground in the Thirties and marked time during the War Years of the Forties. Only after World War Two, armed with air supply techniques and aircraft developments stemming from the conflict, did sky freight really sprout wings and begin to get off the ground.

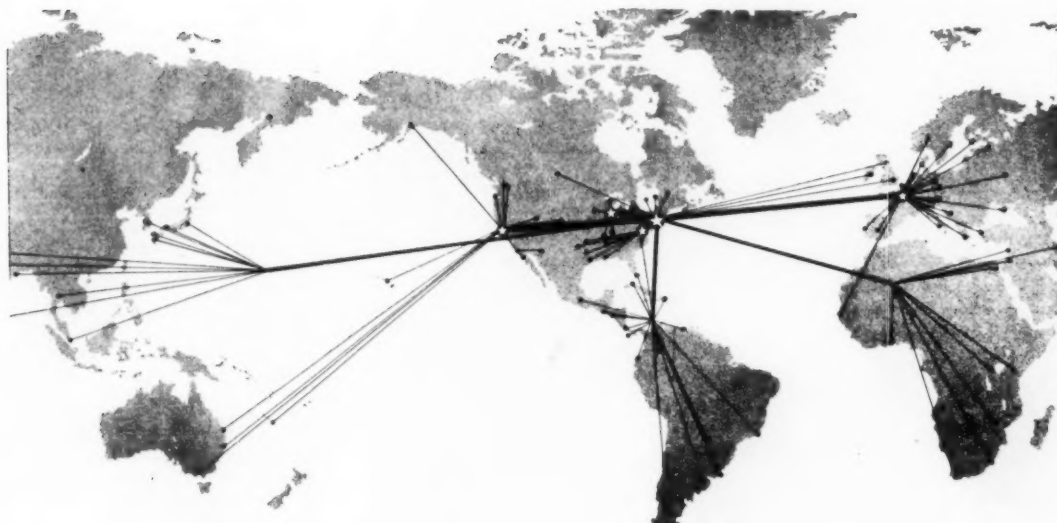
Since then—WOW!

Air cargo has been forging ahead at a blistering pace. Fresh hauling and handling procedures and equipment have come so thick and fast that many traffic-transportation executives—well-versed in the science of surface freight transportation—have been unable to keep abreast of them.

Needed to rectify the situation: a really “down-to-earth” analysis of the fundamentals of high flying air freight. SHIPPING MANAGEMENT’s answer: two special issues—this and the next—devoted exclusively to air freight.

Another answer: the upcoming 1961 SHIPPING MANAGEMENT Air Freight Symposium. Slated for New York’s Statler-Hilton Hotel on May 11th, the meeting will bring-together the world’s foremost air freight experts, distribution executives, and other top company officials linked with the transporting of air cargo.

The objective, both of SHIPPING MANAGEMENT’s “double feature” editorial presentation and Symposium: to help distribution executives understand air freight more fully; encourage industry to utilize it more effectively; and assist in stimulating what is certainly fast becoming a keystone of global freight transportation.



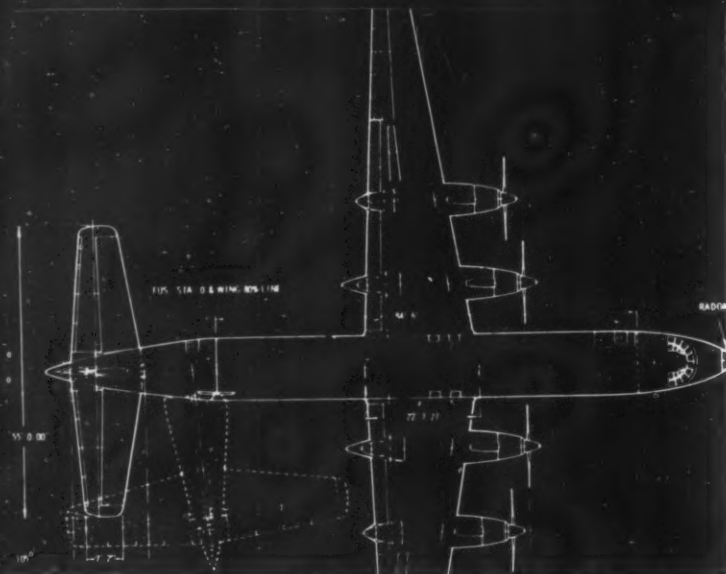
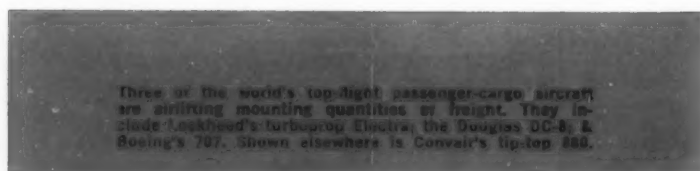


Diagram of Canadair's pace-setting CL-44-D airfreighter.



Three of the world's top-flight passenger-cargo aircraft are airlifting mounting quantities of freight. They include Lockheed's turboprop Electra; the Douglas DC-8; & Boeing's 707. Shown elsewhere is Convair's tip-top 440.



Sky freight is expanding at a terrific pace, both domestically and internationally.

On the domestic scene, air freight haulers are currently flying more than 3,000 combination cargo-passenger schedules to and from more than 700 major U. S. industrial and commercial centers. All-cargo aircraft, for their part, are being employed to shift freight to and from more than 80 major U. S. cities.

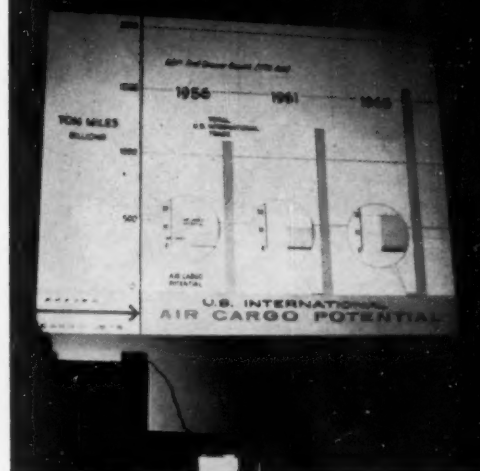
With the commercial debut of the advanced Canadair CL-44-D later this year, domestic air freight will surge ahead at a faster tempo. Reason? The CL-44-D, designed specifically for the transport of sky cargo, features a number of outstanding innovations evolved to step up on-the-ground freight operations; cut loading-unloading costs; and lend a new efficiency to the handling and hauling of air freight.

New aircraft developments, expanded schedules, and fresh airlifting techniques, however, are only part of the domestic air cargo story. Another facet, of tremendous importance to air shippers, is the growth of air cartage services and coordinated highway-air operations. Air cargo cartage now ties more than 4,000 U. S. communities to major air freight facilities. Integrated highway-air operations, moreover, are making sky freight available to countless shippers in still other communities.

For a more detailed analysis of the basics of domestic air freight, turn to page 20.

Despite the confusion caused by the existing trans-Atlantic rate blowup, described in depth in the April, 1961, issue of SHIPPING MANAGEMENT, international air freight is relentlessly forging ahead. This year should see it hitting new highs.

What you must know about air freight today



Air freight's heading up—up—UP!

Overall, the International Air Transport Association predicts, global sky cargo will move substantially past the 2 billion cargo-ton-kilometer mark in '61, thanks to new, faster, more commodious aircraft; an expanding world-wide drive to win new air freight converts; and boosted schedules.

Final figures on trans-Atlantic air freight in '60, issued recently by IATA, serve to underscore the fantastic strides forward that sky shipping is taking all over the world. They show that air freight haulers transported a whopping 46,849 metric tons of cargo over the Atlantic last year—an increase of 28.7% over 1959 and twice the cargo transported in '57.

THE WORLD'S FOREMOST AIR FREIGHT CARRIERS

Aerolineas Argentinas—U. S. HQ: 759 Fifth Avenue, New York 22. Areas served: U. S.-South America. Airwaybill abbreviation: ARG.

Aeronautes de Mexico—U. S. HQ: 44 Columbus Hotel Arcade, Miami. Areas served: U. S.-Mexico. Airwaybill abbreviation: AERONAVES.

Aerovias Sud Americana—U. S. HQ: International City Bldg., 4483 N.W. 36th Street, Miami Springs, Florida. Areas served: U. S.-Latin America-South America. Airwaybill abbreviation: ASAI.

Air France—U. S. HQ: 683 Fifth Avenue, New York City 22. Areas served: U. S.-Mexico-Europe-Africa-Asia-South America. Airway bill abbreviation: AF.

Air-India International—U. S. HQ:

425 Park Avenue, New York City. Areas served: U. S.-Asia; European points. Airwaybill abbreviation: AII.

Alaska Airlines—HQ: 2320 6th Avenue, Seattle 1. Cities served: Anchorage; Fairbanks; Nome; Seattle; Portland. Airwaybill abbreviation: ASA.

Alaska Coastal Airlines—HQ: 2 Marine Way, Juneau. Cities served: Sit-

ka; Elfin Cove; Pelican; Tenakee. Airwaybill abbreviation: ACA.

Alitalia—U. S. HQ: 666 Fifth Avenue, New York 19. Areas served: U. S.-Europe-Near East-North Africa. Airwaybill abbreviation: AZ.

Allegheny Airlines—HQ: Washington National Airport. Cities served: Baltimore; Cleveland; Detroit; New York; Philadelphia; Pittsburgh; and

Armstrong Whitworth's propjet Argosy is another superb cargo plane.





others. Airwaybill abbreviation: AL.

Aloha Airlines—HQ: Honolulu International Airport. Cities served: Hilo; Honolulu; Lihue.

American Airlines—HQ: 100 Park Avenue, New York City. Cities served: Boston; Chicago; Dallas; Los Angeles; Miami; New York; and others. Airwaybill abbreviation: AA.

Avianca—U. S. HQ: 6 West 49th Street, New York City. Areas served: U. S.-South America-Portugal-Spain. Airwaybill abbreviation: AVN.

Bonanza Air Lines—HQ: McCarran Field, Las Vegas. Cities served: Las Vegas; Los Angeles; Phoenix; Provo; Reno; Salt Lake City. Airwaybill abbreviation: BL.

Braniff International Airways—HQ: Exchange Park, Dallas 35. Cities served: Austin; Detroit; Kansas City; Memphis; New York; St. Louis; and others. Overseas points South America. Airwaybill abbreviation: BN.

British European Airways—HQ: Beeline House, Ruislip, England. Area served: Europe. Airwaybill abbreviation: BEA.

British Overseas Airways Corporation—U. S. HQ: 530 Fifth Avenue, New York City 36. Areas served:

U. S.-Europe-Africa-Asia-South America. Airway bill abbreviation: BOAC.

Canadian Pacific Air Lines—HQ: Vancouver Airport, B. C., Canada. Cities served: a variety in the U. S. and Canada. Overseas points: Europe-South America-Australia-Asia. Airwaybill abbreviation: CPA.

Capital Airlines—HQ: Washington National Airport. Cities served: Atlanta; Baltimore; Chicago; Cleveland; Detroit; Minneapolis; New Orleans; New York; Washington; and others. Airwaybill abbreviation: CA.

Central Airlines—HQ: Amon Carter Field, Ft. Worth, Texas. Cities served: Ada; Dallas; Ft. Smith; Joplin; Oklahoma City; St. Louis; and others. Airwaybill abbreviation: CN.

Civil Air Transport—HQ: 46 Chung Shan Road, North, 2nd Section, Taipei, Formosa. Area served: Asia.

Continental Airlines—HQ: Stapleton Airfield, Denver. Cities served: Albuquerque; Chicago; Dallas; Denver; Kansas City; Los Angeles; and others. Airwaybill abbreviation: CO.

Delta Air Lines—HQ: Atlanta Municipal Airport. Cities served: Atlanta; Baltimore; Chicago; Dallas; Fort Worth; Kansas City; Los Angeles;

New Orleans; New York; Philadelphia. Overseas points: Central and South America. Airwaybill abbreviation: DL.

Eastern Airlines—HQ: 10 Rockefeller Plaza, New York City. Cities served: Baltimore; Chicago; Detroit; Miami; New Orleans; New York; and others. Overseas points: Puerto Rico. Airwaybill abbreviation: EA.

Ellis Air Lines—HQ: Ketchikan, Alaska. Points served: communities in Alaska. Airwaybill abbreviation: ES.

El Al Israel Air Lines—U. S. HQ: 545 Madison Avenue. Areas served: U. S.-Europe-Near East-Africa.

Ethiopian Airlines—U. S. HQ: Trans World Airlines, 380 Madison Avenue, New York City. Areas served (through TWA): U. S.-Europe-Africa. Airwaybill abbreviation: ETHIOPIAN.

Flying Tiger Line—HQ: Lockheed Air Terminal, Burbank, California. Cities served: Boston; Chicago; Cleveland; Detroit; New York; and others. Airwaybill abbreviation: FT.

Frontier Airlines—HQ: 5900 East 39th Avenue, Denver. Cities served: Albuquerque; Denver; Lincoln; Salt Lake City; and others. Airwaybill abbreviation: FTA.

Guest Aerovias Mexico—U. S. HQ: 44 Columbus Hotel Arcade, Miami. Areas served: U. S.-South America-Mexico-Spain. Airwaybill abbreviation: GAM.

Hawaiian Airlines—HQ: Honolulu 1. Cities served: Hilo; Honolulu; Lihue. Airwaybill abbreviation: HAL.

Iberia—U. S. HQ: 518—5th Avenue, New York City. Areas served: U. S.-Europe-South America-Africa. Airwaybill abbreviation: IB.

Icelandic Airlines—U. S. HQ: 15 West 47th Street, New York City. Areas served: U. S.-Europe. Airwaybill abbreviation: IAL.

Ini Airlines—U. S. HQ: Miami International Airport. Area served: U. S.-Central America-South America.

Irish International Air Lines—U. S. HQ: 444 Madison Avenue, New York City. Areas served: U. S.-Europe. Airwaybill abbreviation: AET.

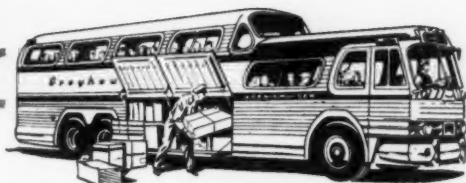
Japan Air Lines—U. S. HQ: 240 Stockton Street, San Francisco. Areas served: U. S.-Asia. Airwaybill abbreviation: JAL.

KLM Royal Dutch Airlines—U. S. HQ: 609 Fifth Avenue, New York City. Areas served: U. S.-Europe-South America-Near East-Africa-Asia-Australia. Airwaybill abbreviation: KLM.

Lanica (Lineas Aereas De Nicaragua)—U. S. HQ: Miami International Airport. Areas served: U. S.-Central America. Airwaybill abbreviation: LANICA.

Linea Aeropostal Venezolana—U. S. HQ: 781 Fifth Avenue, New York

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May, 1961

City. Areas served: U. S.-Cuba-South America. Airwaybill abbreviation: LAV.

Lufthansa German Airlines—U. S. HQ: 555 Fifth Avenue, New York City. Areas served: U.S.; Europe; Africa; South America.

Mackey Airlines—U. S. HQ: Ft. Lauderdale, Florida. Areas served: U. S.-Cuba-Bahamas. Airwaybill abbreviation: MK.

Mohawk Airlines—HQ: Oneida County Airport, Utica, New York. Cities served: Boston; Detroit; New York; Syracuse; and others. Airwaybill abbreviation: MO.

National Airlines—HQ: Miami International Airport. Cities served: Baltimore; Boston; Houston; New York; Miami; New Orleans; and others. Overseas points: Cuba. Airwaybill abbreviation: NA.

New York Airways (Helicopter Service)—HQ: LaGuardia Airport, New York. Cities served: New York; Newark; Stamford; Teterboro, New Jersey. Airwaybill abbreviation: NY.

North Central Airlines—HQ: 6201-34th Avenue, Minneapolis 50. Cities served: various communities in north central U. S. Airwaybill abbreviation: NO.

Northeast Airlines—HQ: Logan International Airport, Boston. Cities served: Baltimore; Boston; Miami; New York; Washington; and others. Airwaybill abbreviation: NE.

Northern Consolidated Airlines—HQ: International Airport, Anchorage, Alaska. Cities served: Anchorage; Fairbanks; and others. Airwaybill abbreviation: NOR.

Northwest Orient Airlines—HQ: 1885 University Avenue, St. Paul. Cities served: Atlanta; Cleveland; Dallas; Los Angeles; New York; and others. Overseas points: Hawaii-Asia. Airwaybill abbreviation: NW.

Ozark Air Lines—HQ: Lambert Field, St. Louis. Cities served: Chicago; Milwaukee; St. Louis; and others. Airwaybill abbreviation: OZ.

Pacific Airlines—HQ: San Francisco International Airport. Cities served: Los Angeles; Oakland; San Francisco; and others. Airwaybill abbreviation: PC.

Pacific Northern Airlines—HQ: 1626 Exchange Building, Seattle. Cities served: Seattle; Portland; Tacoma; Anchorage; Kodiak; and others. Airwaybill abbreviation: PN.

Pan American Grace Airways—HQ: 135 East 42nd Street, New York. Areas served: U. S.-South America. Airwaybill abbreviation: PANAGRA.

Pan American World Airways—HQ: 80 East 42nd Street, New York. Areas served: U. S.-Africa-Europe-Asia-South America-Australia. Airwaybill abbreviation: PAA.

Piedmont Airlines—HQ: Smith Reynolds Airport, Winston Salem, N. C. Cities served: points in North Caro-



lina, Kentucky, Tennessee. Airwaybill abbreviation: PI.

Qantas Empire Airways—U. S. HQ: 350 Post Street, San Francisco. Areas served: U. S.-Australia-Europe-Africa-Asia. Airwaybill abbreviation: QEA.

Ransa—U. S. HQ: 30 Church Street, New York. Areas served: U. S.-Latin America. Airway bill abbreviation: RANSA.

Real Airlines (Brazilian International Airlines)—U. S. HQ: First National Bank Bldg., 121 S.E. 3rd Avenue, Miami, Florida. Airwaybill abbreviation: REAL.

Resort Airlines—HQ: Alameda, California. Service: currently under contract to U. S. Air Force. Airwaybill abbreviation: RAL.

Riddle Airlines—HQ: Miami International Airport. Cities served: Atlanta; Chicago; Cleveland; Detroit; New York; Miami; and others. Airwaybill abbreviation: RD.

Sabena Belgian World Airlines—U. S. HQ: 720 Fifth Avenue, New York City. Areas served: U. S.-Europe-Africa-South America. Airwaybill abbreviation: SAB.

SAM Airlines (Sociedad Aeronautica Medellin)—U. S. HQ: 470 North East 30th Street, Miami. Areas served: U. S.-Colombia. Airwaybill abbreviation: SAM.

Scandinavian Airlines System—U. S. HQ: 138-02 Queens Boulevard, Jamaica, New York. Areas served: U.S.-Europe-Africa-Far East-South America-Australia. Airwaybill abbreviation: SAS.

Seaboard & Western Airlines—HQ: 80 Broad Street, New York City. Areas served: U. S.-Europe. Airwaybill abbreviation: SBW.

Slick Airways—HQ: 3000 North Clybourn Avenue, Burbank, Calif. (Now serving the U. S. Defense Department.)

Swissair—U. S. HQ: 10 West 49th Street, New York City. Areas served: U. S.-Europe-South America. Airwaybill abbreviation: SR.

TACA International Airlines, S.A.—U. S. HQ: Moisant International Airport, New Orleans. Areas served: U. S.-Latin America. Airwaybill abbreviation: TACA.

TAN Airlines, S.A.—U. S. HQ: Miami International Airport. Areas served: U. S.-Latin America-South America. Airwaybill abbreviation: TAN.

Trans-Canada Air Lines—GHQ: Terminal Centre Building, Montreal, Quebec, Canada. Areas served: North America-Europe. Airwaybill abbreviation: TCA.

Trans Caribbean Airways—HQ: 375 Park Avenue, New York City. Areas served: U. S.-Puerto Rico. Airwaybill abbreviation: TRC.

Trans-Texas Airways—HQ: International Airport, Houston. Areas served: Arkansas; Louisiana; and Texas. Airwaybill abbreviation: TT

Trans World Airlines—HQ: 80 East 42nd Street, New York City. Areas served: U. S.-Europe-Africa-Australia-Asia. Airwaybill abbreviation: TW.

TSA-Transcontinental—HQ: 666 Fifth Avenue, New York City. Areas served: U. S.-South America. Airwaybill abbreviation: TSA.

UAT French Airlines—HQ: 3 Boulevard Malesherbes, Paris. Areas served: Europe-Africa. Airwaybill abbreviation: UAT.

United Air Lines—HQ: 36 South Wabash Avenue, Chicago. Cities served include most major U. S. metropolitan centers. Airwaybill abbreviation: UA.



TWA flies where the **BUSINESS** is!

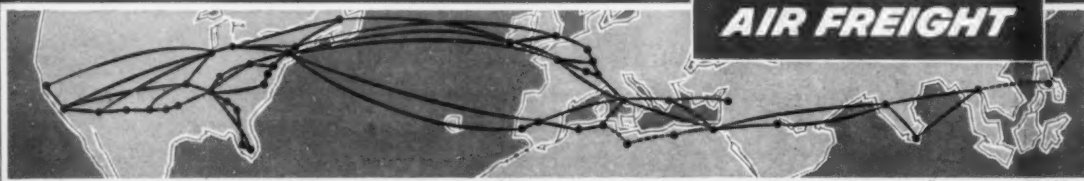


San Francisco . . . key California shipping point.



London . . . top overseas market for U.S. goods.

ONLY TWA carries freight between 70 thriving U. S. cities and 23 busy world centers overseas. Daily **JETSTREAM EXPRESS** flights...world's most dependable, longest-range all-cargo service ...fly your shipments non-stop coast-to-coast and to Europe. Next time you ship, call your freight forwarder...or TWA Air Freight.



How much does air freight REALLY COST?

The correct way to compute sky shipping charges

• If you still believe that air freight is useful only in shipping "top priority emergency consignments" to distant points, you just don't understand the fundamentals of air cargo today.

• If you do ship via air freight, but continue to apply antiquated surface freight concepts and techniques (example: holding all outbound merchandise for a once-a-day, 5 PM pickup) you're wasting time and money and denying your firm the many benefits sky shipping may provide—when utilized properly.

• If you believe that air freight is best suited only to the transport of small, high value items (such as jewelry, electronic components, and drugs) and is not geared to handle big, bulky, hard-to-handle freight (such as equipment and machinery) you're 10 years behind the times in your thinking. Wake up, Mr. TM! You haven't kept up with current trends in sky shipping.

• If you maintain that air freight shipping costs are "way out of line," when compared with the cost involved in moving goods via other modes of transportation, you're probably computing your sky shipping costs incorrectly. Air freight shipping expenses cannot be figured in the same manner as costs involved in shipping goods by surface or ocean carriers.

Sky Shipping Benefits:

There are a variety of reasons why air cargo is growing so rapidly as a prime transport mode. These include:

A. Reduced or eliminated warehousing costs. More and more sky shippers are discovering that air freight's fantastic speed makes the maintenance of warehouses and storage facilities, at strategic points around the U. S. and world, totally unnecessary. Why? Because custom-

ers may be served, via air freight, directly from the manufacturer's or distributor's main plant or distribution center.

B. Lightning-fast deliveries. Airlifted goods reach customers—in most instances—up to five times faster than those moving via surface freight. With more and more jet aircraft zooming into action, the gap between surface and air delivery time will open even more.

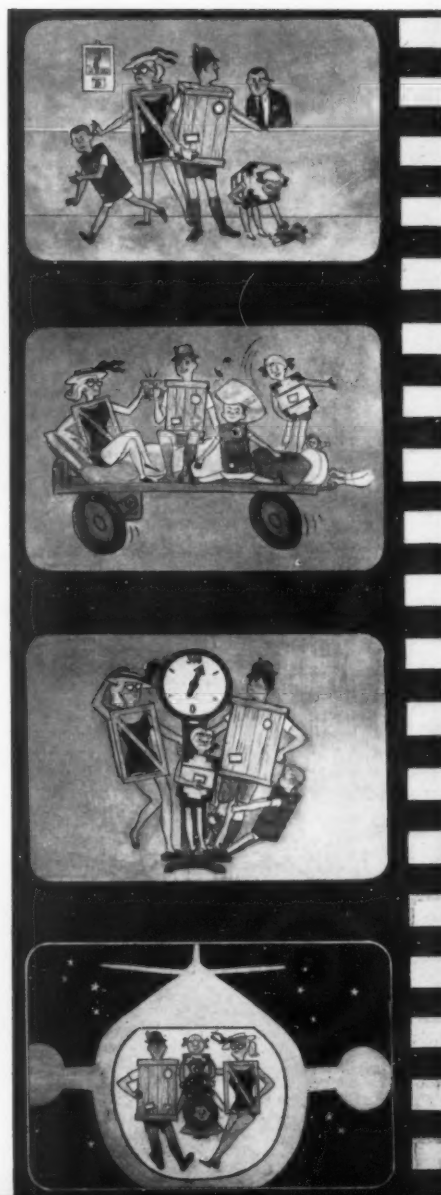
C. Slashed packaging expenditures. Most items traveling via sky cargo—including those heading for distant overseas points—require minimal packaging. Sky shippers, therefore, are in a position to hack their packaging expenditures, a key distribution expense, sharply.

D. Simplified paperwork, floored clerical costs. Remember! Sky freight travels on a single bill of lading. Result? Expedited processing of key freight documents and forms.

E. Slashed inventory requirements. Sky shipping's speed and dependability enable air freight users to replenish their stock quickly. Consequence? They need not carry a costly, oversized inventory. This, in turn, permits air-oriented firms to use capital which otherwise might be tied up in stocked merchandise.

F. Broader sales opportunities, unaffected by time and distance. Sky shippers know no sales boundaries. They are pushing aside geographical barriers and serving larger and larger areas of the world. Proof? The superb, air-oriented distribution operations of the International Business Machine Corporation; Raytheon; and International Harvester.

What's involved in moving air shipment? This extremely successful film-strip—created and shown by Swissair—has underscored the ABCs of global sky shipping for thousands of U.S. traffic executives.





SPEED...SPACE... WORLD-WIDE SERVICE

Air France's Boeing Jet Cargo Network Spans the World

Swift, spacious, dependable way to ship any cargo anywhere in the world — by Air France Boeing 707 Jets! Jet service from New York, Chicago, Los Angeles, Mexico City, Montreal and Anchorage to every city listed above — plus cargo service to 195 other destinations. And every jet flight carries 10,000 lbs. Small wonder Air France flies cargo to more cities in more countries than any other airline! Specify Air France to your Cargo Agent.

AIR FRANCE JET CARGO

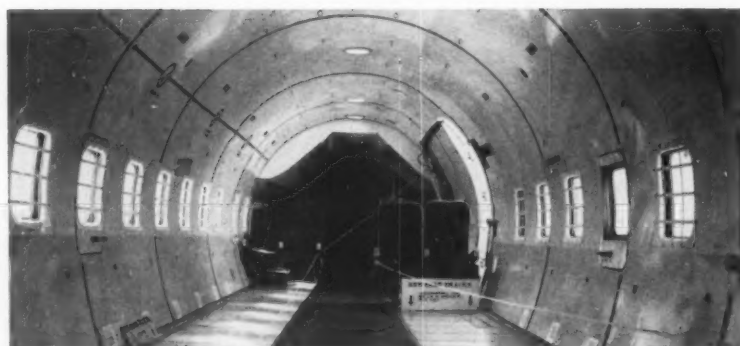
WORLD-WIDE CARGO SERVICE / WORLD'S LARGEST AIRLINE

CHECK NO. 9 ON HELP-O-GRAM COUPON

May, 1961



Going aboard a TWA airfreighter is a 7,600 pound missile part consignment.



Converted by Lockheed Air Service: a former passenger aircraft, now being used in cargo operations.

C. An extremely low loss and damage rate—and virtually no pilferage. Air freight has the finest loss-damage record in transportation today. Pilferage, moreover, poses no problem, thanks to the speed with which air-lifted cargo moves.

Computing Air Freight Costs:

Next time you analyze the expenditure involved in shipping via air cargo, keep the cost-cutters mentioned previously squarely in mind. True, basically, air freight rates are higher than those for other modes of transportation. But when packaging costs; loss and damage charges; inventory expenditures; warehousing costs; and other costs are subtracted from the basic air freight rate, a far more realistic picture emerges. And that picture proves that, dollar-wise, sky shipping has come of age and may be employed advantageously by a vast array of shippers in a variety of different industries.

	0 TO 300 MILES	300 TO 600 MILES	600 TO 1000 MILES	1000 TO 1400 MILES	1400 TO 1800 MILES	1800 TO 2400 MILES
1 Pound						
2 Pounds						
3 Pounds						
4 Pounds						
5 Pounds						
6 Pounds						
7 Pounds						
8 Pounds						
9 Pounds						
10 Pounds						
15 Pounds						
20 Pounds						
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40 Pounds						
45 Pounds						
50 Pounds						
55 Pounds						
60 Pounds						
70 Pounds						

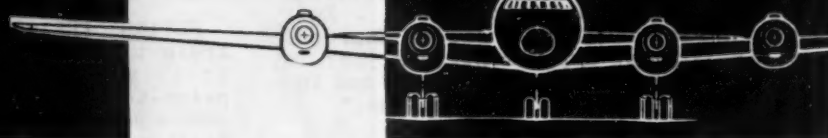
AIR PARCEL POST*

AIR EXPRESS

AIR FREIGHT

Which way should your freight travel? Here's a chart which should enable you to come to a decision quickly and effectively. Developed by heads-up Delta Air Lines, it merits your close study, since it provides an answer—at a glance—to the air shipping method best suited to a particular shipment.

AIR CARGO NEWS



SPECIAL AIR CARGO ISSUE

Air cargo is expanding at such a red-hot pace that keeping abreast of fast-breaking developments in the field is virtually impossible. During the past few months, in particular, changes have been coming so thick and fast in the industry that only the most outstanding developments in air freight techniques and equipment, and only a handful of personnel shifts, could be reported in SHIPPING MANAGEMENT.

Here, then, in an effort to catch up on important happenings space and time limitations have forced us to by-pass in recent months, is a rundown on these developments.

STRICTLY PERSONNEL: Currently serving as cargo sales managers in the U.S.: Etienne Dreyfous, North American Cargo Manager, Air France; William Shaw, Cargo Sales Manager, Air India; Edward Higgins, Director of Cargo, Alaska Airlines; Frank Turano, North American General Cargo Manager, Alitalia; Jack Hiller, Jr., Manager of Cargo Sales, Allegheny Airlines; E. C. Taylor, Vice President-Cargo Sales, American Airlines; and Thomas Ryan, U.S. Cargo Supervisor, Argentine Airlines.

Also: Jack M. Woodruff, Cargo Sales Manager, Braniff International Airways; W. Greenway, Cargo Sales Manager—U.S.A., British Overseas Airways Corporation; O. L. Slay, Director, Cargo Sales, Continental Airlines; J. R. Pogue, Manager of Cargo, Delta Air Lines; Jacob Kammer, U.S. Cargo Manager, El Al Israel; J. A. Marcou, Director of Cargo Sales, Ethiopian Airlines; and John L. Higgins, Vice President-Sales, Flying Tiger Line.

Others: Francis de Matlachowski, Cargo Sales Manager, North America, Irish Air Lines; Randall T. Holden, Cargo Sales Manager, Traffic & Sales, American Division, Japan Air Lines; Alvin E. Levenson, U.S. Cargo Manager, KLM Royal Dutch Airlines; and Helmut Klumpp, Cargo Manager, Lufthansa German Airlines.

Also: O. M. Foxworth, Jr., General Manager-Air Cargo, National Airlines; R. B. Stevenson, Manager of Cargo Sales, Northeast Airlines; T. R. Nolan, Director of Freight Sales, Northwest Orient Airlines; Hal Whitmore, Director of Cargo, Pacific Airlines; Donald Huff, Manager-Cargo Sales, PANAGRA; Wendell R. Stevens, Cargo

Sales Manager, Pan American World Airways; R. H. Reed, Cargo Manager, Piedmont Airlines; R. Gorton, Cargo Supervisor, Qantas Empire Airways; Charles Hood, Vice President-Marketing, Riddle Airlines; and Alex Igyarto, U.S. Cargo Manager, Sabena Belgian World Airlines.

Others: A. Palvig, Cargo Sales Manager—U.S.A., Scandinavian Airlines System; Richard J. Trainor, General Sales Manager, Seaboard & Western Airlines; Werner Seiler, U.S. Cargo Traffic and Sales Manager; Vernon J. Hood, TACA International; R. R. Suarez, Air Cargo Manager, Tan Airlines; James H. McGuinness, Cargo Sales Manager—U.S. and Puerto Rico, Trans Caribbean Airways; Samuel C. Dunlap, Vice President-Cargo, Trans World Airlines; R. L. Mangold, Director of Cargo Sales, United Air Lines; Henry Maass, Cargo Manager, Varig Airlines; and Henry Bartlet, Manager of Cargo Sales, Western Air Lines.

(For addresses of all cargo sales office, see master list of domestic and international air freight carriers on page 9.)

WHO'S WHO, WHAT'S WHAT IN AIR FREIGHT: Recently named special assistant to Robert W. Prescott, president of the Flying Tiger Line: Roger B. Ulvestad . . . Clarence M. Belinn, president and GM of Los Angeles Airways, has been elected to Air Express International's board of directors . . . New general sales manager for Northeast Airlines is Edwin W. Breed . . . Recently returned from a rugged tour of Japan: Emery Air Freight's John C. Emery, Jr. His tour objective: sales development, particular-

ly in Osaka, Tokyo, and Kobe . . . M.E.A.L. de Jong, Air Express International's manager for Europe has been shifted to AEI's GHQ in Tokyo, where he will take over as Far East Manager . . . New president of Japan Air Lines: Shizuma Matsuo. Outgoing president: Seijiro Yanagita . . . Emil Seerup has been chosen to head REA Express' new Air Services Department. His job? To "coordinate the company's domestic and international sky freight operations."

SPOTLIGHTING A MAN IN THE SHADOWS: The keystone of the British Overseas Airways Corporation's burgeoning air freight operations in this country is a reticent, rather quiet air expert—Cargo Sales Manager—U.S.A. Wilfred Greenway.

Though regarded as one of the world's foremost sky freight executives, Bill Greenway's name doesn't appear in print as often as it should. Why? Because its owner is a man who shuns the limelight and goes about his work without fuss and fanfare.

Yet ask anyone is the air freight industry about a good, solid source for advice or information about the field and "BOAC's Greenway" is certain to be one of the first mentioned.



**B-O-A-C'S
WILFRED
GREENWAY**

Though we've never said it publicly before, SHIPPING MANAGEMENT owes a huge debt of thanks to "BOAC's Greenway" for the help and interest he has displayed in our efforts to present meaningful, sound, important air freight features and his invaluable assistance in making our Air Freight Symposium a success.

Just this once, then, may we turn the spotlight on BOAC's Wilfred Greenway? Few air cargo executives deserve it more.

FLYING FREIGHT FACILITIES: Jet air freight requires Jet Age facilities if it is to move smoothly and speedily from point-to-point. Swissair has just built such a center in busy Zurich. Objective: to facilitate export-import transactions for local Swiss traffic and to hack trans-shipment time to an absolute minimum. The center's successful elimination of Swiss Transit Customs formalities and a whole host of other short-cuts permit the free and easy transfer of freight between 20 European and inter-continental airlines in less than two hours!

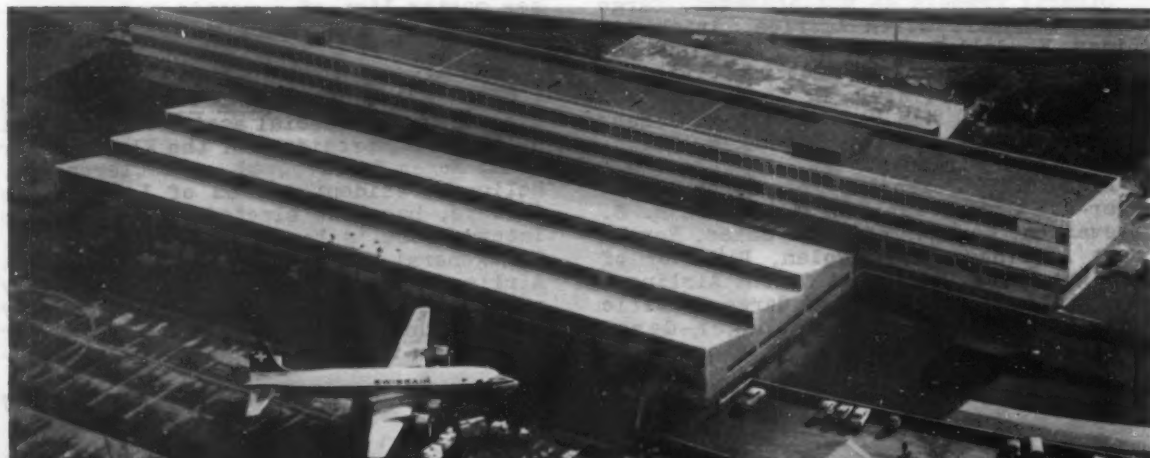
Reports Max U. Wirz, Swissair's U.S. Cargo Sales Promotion Manager: "At our new Zurich facility, passenger and all-cargo aircraft are loaded and off-loaded within 200 yards of the cargo terminal, where freight forwarders, air freight agents, international airlines, and Swissair Jet Cargo Service personnel have their offices."

"Everything needed for the smooth, safe, speedy handling and hauling of air freight is available at this million dollar unit. Outstanding features include: deep-freeze store rooms for meat, fish, and vegetables; refrigerated storage for produce, medicines, and vaccines; temperature controlled rooms for tropical animals and plants; and reoxygenation facilities for tropical fish."

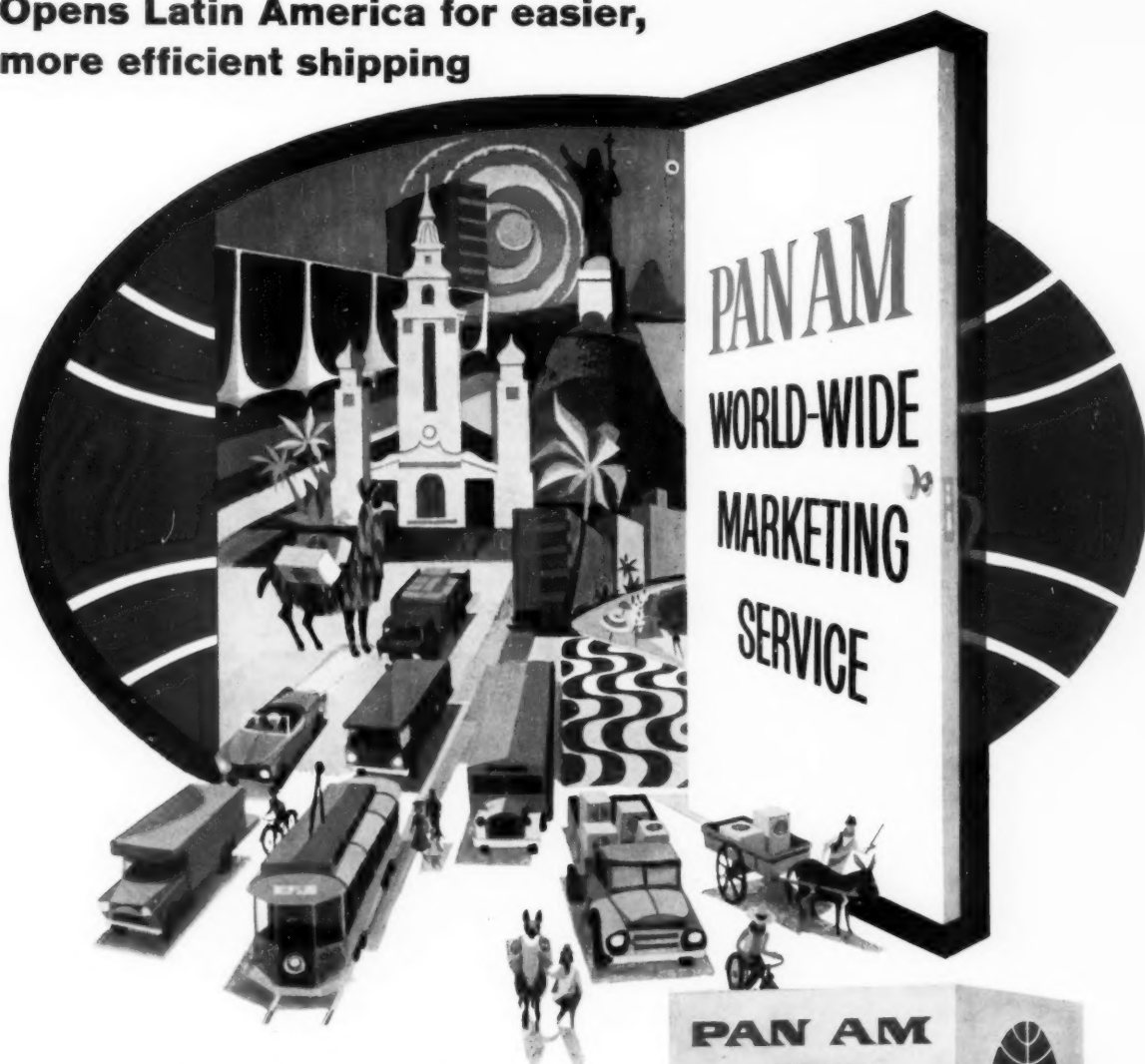
"A bonded warehouse," concludes an enthusiastic Mr. Wirz, "is located on the premises. Here, consignments may be stored, unpacked, sorted, repacked; and prepared for forwarding to different destinations and countries without becoming subject to Swiss Import Customs duty."

Result? A forward-looking air cargo facility, certain to be studied and imitated widely around the globe, as sky shipping searches for new methods to boost its efficiency; expedite handling and hauling; and slash costs.

Forward-looking in every respect is Swissair's new Zurich cargo center.



**Opens Latin America for easier,
more efficient shipping**



Pan Am clears the way...opens doors for your shipments throughout Latin America, and round the world! And transportation is only a part of the story.

WORLD-WIDE INFORMATION

Current, valuable, authoritative information on the world's 114 major ports in 80 foreign lands!

- Pan Am gets marketing facts—plus special needed information.
- Pan Am can help find markets for products, also distributors, buyers, bankers overseas.
- Pan Am advises all the way on containers, rates, routes, insurance, collections.
- Pan Am monthly magazine gives you "inside" information on shipping developments, overseas opportunities.

WORLD-WIDE TRANSPORTATION

More flights direct to more major markets by the world's largest, fastest overseas air cargo fleet!

- Fastest delivery overseas, from 15 international gateways in U.S.! Plus faster ground procedures.
- One source for documentation, plus world's largest international truck-air system, cuts transfers, red tape.
- More space, more speed! More all-cargo planes and over-ocean Jets.
- Rates lower than ever! In more and more cases, distribution by Pan Am costs less than by surface.

WORLD-WIDE REPRESENTATION

More American and English-speaking personnel to represent you and your shipment overseas!

- You get 114 world-wide offices—at no extra cost! Your shipment is handled the way you want.
- An American viewpoint on the spot from American-trained personnel with local market know-how.
- World-wide contact service! Pan Am's integrated sales/service organization takes the hitches out of world shipping.
- World-wide follow-through makes world's surest delivery!

PAN AM PUTS YOU IN BUSINESS ABROAD—WITH ONE PHONE CALL!

Call your cargo agent, freight forwarder or Pan Am office.

*Trade Mark, Reg. U. S. Pat. Off.

A SHIPPER'S GUIDE TO HIGH-

No nation on earth is endowed with a finer, more effective domestic sky shipping system than the U. S. Result? American firms airlift more freight from point-to-point within the country than those anywhere else in the world.

Never used air freight before? Employing air freight, but eager to get more for your transport dollar? You'll find this concise, yet extensive, analysis of the current domestic sky shipping picture an invaluable guide. Keep it handy. You'll want to refer to it frequently.

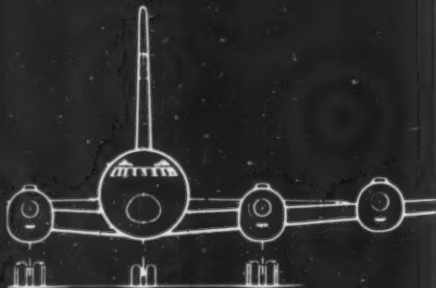
Air Freight, U. S. A.: A Capsule Report. Domestic air freight carriers are presently serving more than 700 major U. S. commercial and industrial centers through more than 3,000 combination cargo-passenger schedules. Some 80 other cities are linked by super-efficient all-cargo air freight.

Domestic rates. Intra-U.S. air freight rates, fees, and charges are regulated by the Civil Aeronautics Board and are on file with this unit. Generally speaking, domestic haulers fall under Official Air Freight Rules

Tariff #1-A; Official Air Freight Rates Tariff #2; Official Air Freight Pickup and Delivery Tariff #3-C; Official Air Freight Specific Commodity Tariff #5-B; and Official Restricted Articles Tariff #6-C.

Pickup and delivery. There is some form of pickup and delivery service available to shippers and their customers in all key air freight cities. Average charge: 55¢ per 100 pounds. Minimum: \$1.30 per consignment.

Coordinated highway-air service. A mounting number of highway carriers (outstanding examples: the Denver-Chicago Trucking Company; Consolidated Freightways; and the Ryder System) are working closely with airlines to transport shipments to and from major air cargo facilities. One highway hauler, Armellini Truck Lines, is even transporting nothing but air freight, on an express run from New England to Miami. There, outbound consignments are loaded aboard Pan American World Airways airfreighters bound for Central and South America.



FLYING DOMESTIC AIR CARGO

Bus-air package service. Ship reasonably small consignments? Interested in air freight, but think you're too far from a suitable airport to use the transport mode? More than likely, bus-air package service is the answer to your problem. If your consignments weighs less than 100 pounds and is no larger than 24" x 24" x 45", Greyhound can handle it for you. The bus line has working agreements with most domestic airlines to shift air packages to and from airport facilities, either on a bus-air or air-bus basis. Linked in this fashion are more than 200 widely scattered points around the nation.

Domestic specific commodity rates. U. S. air freight lines transport volume shipments, made up of a variety of specific items, at special reduced rates. Typical products: clothing; cut flowers; textiles; and machine parts. Rate savings: up to 40%.

Reserved Air Freight. Want to "order" cargo space from a carrier in advance? Reserved Air Freight makes this possible. The system ensures delivery of a consignment at a specific time. Leader in the field is United Air Lines. Its RAF web takes in New York; Washington; Baltimore; Philadelphia; Chicago; Denver; Los Angeles; San Francisco; and Seattle.

Deferred air freight—a sky shipping money-saver. Available to air shippers, deferred air freight deliveries are made on a third or fourth day basis—revolving around the distance a consignment is moving. In essence, deferred air freight shippers give up a little of sky shipping's blistering speed for substantially reduced rates. Carriers offering the service: American; Braniff; Continental; Flying Tiger; Riddle; and Trans World Airlines.

Domestic air freight packaging. Packaging is no problem for the domestic sky shipper. Reduced crating and lighter materials are the rule.

Supplemental air freight carriers. In addition to the "big boys" of air cargo, smaller outstanding sky cargo haulers include: Great Lakes Airlines, Lockheed Air Terminal, Bur-

bank, California; Trans Alaskan, Los Angeles; Overseas National, Washington, D. C.; All American, Miami; Southern Air Transport, Miami; and Air Cargo Express, Seattle.

Latest ranking of air freight haulers. (Figures: 1959, for U. S. air freight only.) 1) American; 2) Flying Tiger; 3) United; 4) TWA; 5) Riddle; 6) Eastern; 7) Northwest; 8) Delta; 9) Braniff; and 10) National.

Latest ranking of local service air freight carriers. (Figures: 1959.) 1) Frontier; 2) Trans-Texas; 3) Allegheny; 4) Ozark; 5) North Central; 6) Mohawk; 7) Piedmont; 8) Southern; 9) West Coast; and 10) Bonanza.

What's ahead? Next month SHIPPING MANAGEMENT will present a complete roundup on the upcoming SM Air Freight Symposium. Don't miss it! Read what sky shipping's top executives have to say about the industry's problems, prospects.



DOMESTIC AIR FREIGHT SERVICE: CITY-BY-CITY

ABILENE—Continental. **AKRON**—American; Capital; Eastern; Flying Tiger; United. **ALBANY (N.Y.)**—American; Eastern; Flying Tiger; Mohawk; TWA. **ALBUQUERQUE**—Continental; Frontier; TWA. **ALLENTOWN**—Eastern; TWA; United. **AMARILLO**—Braniff; Central; Continental; TWA.

ASHEVILLE (N.C.)—Capital; Delta; Piedmont. **ATLANTA**—Capital; Delta; Eastern; Northwest; Riddle; Southern; TWA. **AUSTIN**—Braniff; Continental; Trans-Texas.

BALTIMORE—American; Allegheny; Capital; Delta; Eastern; National; Pan American; TWA; United. **BATON ROUGE**—Delta; Eastern; Southern. **BEAUMONT**—Delta; Eastern; Trans-Texas. **BILLINGS**—Frontier; Northwest; Western. **BINGHAMPTON**—Eastern; Flying Tiger; Mohawk; TWA. **BIRMINGHAM**—Capital; Delta; Eastern; Southern.

BISMARCK—Frontier; North Central; Northwest. **BOISE**—United; West Coast.

ORT CITY

2 routing applies unless shipper inserts specific routing here.

CHARGES (CHECK ONE)

PREPAID COLLECT

PORT Terminal

PREPAID

CHARGES

INLINE ROUTING

To Via

Rate

CHARGES

PREPAID

COLLECT

BOSTON—American; Allegheny; Air France; Alitalia; BOAC; Eastern; Flying Tiger; Mohawk; National; Northeast; Pan American; Trans-Canada; TWA; United.

BRIDGEPORT—American. **BROWNSVILLE**—Braniff; Eastern; Pan American. **BUFFALO**—American; Allegheny; Capital; Flying Tiger; Mohawk.

CEDAR RAPIDS—Ozark; United. **CHARLESTON (S. C.)**—Delta; Eastern; Piedmont. **CHARLESTON (W. VA.)**—American; Capital; Eastern; Piedmont. **CHARLOTTE**—Capital; Delta; Eastern; Piedmont; Southern. **CHATTANOOGA**—Braniff; Capital; Delta; Eastern.

CHICAGO (O'HARE)—American; BOAC; Braniff; Capital; Continental; Delta; Eastern; North Central; Northwest; Pan American; TWA; United. **(MIDWAY)**—American; Air France; Braniff; Capital; Compania Mexicana; Continental; Delta; Eastern; Flying Tiger; Lufthansa; North Central; Northwest; Ozark; Riddle; Trans-Canada; TWA; United.

CINCINNATI—American; Delta; Eastern; Piedmont; TWA. **CLEVELAND**—American; Allegheny; Capital; Eastern; Flying Tiger; Lake Central; Northwest; Riddle; Trans-Canada; TWA; United. **COLORADO SPRINGS**—Braniff; Central; Continental. **COLUMBUS (Ga.)**—Delta; Eastern; Southern.

COLUMBUS (Ohio)—American; Delta; Eastern; Piedmont; TWA; United. **CORPUS CHRISTI**—Braniff; Eastern; Trans-Texas. **DALLAS**—American; Braniff; Continental; Central; Delta; Trans-Texas. **DAYTON**—American; Delta; TWA; United. **DENVER**—Braniff; Central; Continental; Frontier; TWA; United; Western. **DES MOINES**—Braniff; Ozark; United.

DETROIT (NEW METROPOLITAN)—American; Allegheny; British Overseas Airways Corporation; Delta; Flying Tiger; Northwest; Pan American; Riddle. **(WILLOW RUN)**—Capital; Eastern; Mohawk; North Central; TWA; United.

EL PASO—American; Continental; Trans-Texas. **ERIE (Pa.)**—Allegheny; Capital; Mohawk. **EVANSVILLE (Ind.)**—Delta; Eastern. **FARGO**—North Central; North-

west. **FLINT (Mich.)**—Capital. **FORT LAUDERDALE**—Northeast; Eastern; National; Northwest. **FORT WAYNE**—Delta; TWA; United. **FORT WORTH**—American; Braniff; Continental; Central; Delta; Trans-Texas. **GALVESTON**—Trans-Texas. **GRAND RAPIDS**—Capital; Flying Tiger; North Central.

GREAT FALLS—Frontier; Northwest; Western; West Coast. **GREENSBORO**—Capital; Eastern; Piedmont. **HARRISBURG**—Allegheny; Capital; TWA. **HARTFORD**—American; Eastern; Flying Tiger; Northeast; TWA; United. **HELENA**—Northwest; Western.

HONOLULU—Japan Air Lines; Northwest; Pan American; United. **HOUSTON**—American; Braniff; Continental; Delta; Eastern; KLM Royal Dutch; National; Pan American; Trans-Texas.

MINNEAPOLIS—Braniff; Capital; Eastern; Flying Tiger; North Central; Northwest; Ozark; Western. **MOLINE**—Ozark; United. **MONTGOMERY (Ala.)**—Delta; Eastern. **NASHVILLE**—American; Braniff; Eastern; Ozark; Southern; TWA. **NEW HAVEN**—Allegheny.

NEW ORLEANS—Braniff; Avensa; Capital; Delta; Eastern; National; Pan American; Southern; TACA; Trans-Texas.

NEW YORK CITY (IDLEWILD)—American; Aeronaves; Air France; Avianca; Alitalia; British Overseas Airways Corporation; Braniff; Capital; Delta; Eastern; KLM Royal Dutch; Lufthansa; National; Northeast; Northwest; Pan American; Riddle; Sabena Belgian; Swissair; Trans-Canada; Trans Caribbean; TWA; United. **(LAGUARDIA)**—American; Capital; Eastern; Northeast; TWA; United. **(NEWARK)**—American; Allegheny; Braniff; Capital; Delta; Eastern; Flying Tiger; Mohawk; National; TWA; United.

NIAGARA FALLS—Allegheny; American; Capital; Mohawk. **NORFOLK**—Capital; National; Piedmont; Riddle. **OAKLAND**—American; Flying Tiger; Pacific; TWA; United; Western; West Coast. **OKLAHOMA CITY**—American; Braniff; Continental; Central; TWA.

OMAHA—Braniff; Flying Tiger; North Central; Ozark; United. **ORLANDO**—Delta; Eastern; National; Riddle. **PAWTUCKET**—Northeast. **PEORIA**—American; Ozark.

LOS ANGELES—American; Bonanza; Continental; Flying Tiger; Compania Mexicana; Scandinavian Air Service; Pan American; Pacific; TWA; United; Western. **LOUISVILLE**—American; Delta; Eastern; Ozark; Piedmont; TWA. **MADISON (Wis.)**—North Central; Northwest; Ozark. **MANCHESTER (N.H.)**—Northeast. **MEDFORD (Ore.)**—Pacific; United; West Coast.

MEMPHIS—American; Braniff; Capital; Delta; Eastern; Southern; Trans-Texas. **MIAMI**—Avensa; Avianca; Braniff; BOAC; Capital; Delta; Eastern; Guest; KLM; Lasca; National; Northeast; Northwest; Pan American; Riddle; Ransa; TWA. **MILWAUKEE**—American; Capital; Eastern; Flying Tiger; North Central; Northwest; Ozark; United.

INDIANAPOLIS—American; Delta; Eastern; Ozark. **JACKSONVILLE**—Delta; Eastern; National; Northeast; Southern.

KANSAS CITY (Mo.)—Braniff; Continental; Central; Delta; Flying Tiger; Ozark; TWA; United. **KNOXVILLE**—American; Capital; Delta; Piedmont; Southern.

LAKE CHARLES (La.)—Eastern; Trans-Texas. **LANSING**—Capital; North Central. **LAWRENCE (Mass.)**—Northeast. **LINCOLN (Neb.)**—Braniff; Flying Tiger; United. **LITTLE ROCK**—American; Braniff; Central; Delta; Trans-Texas.

PHILADELPHIA—American; Allegheny; Capital; Delta; Eastern; Flying Tiger; National; Northeast; Pan American; Riddle; TWA; United. **PHOENIX**—American; Bonanza; Flying Tiger; TWA; Western. **PITTSBURGH**—American; Allegheny; Capital; Eastern; Northwest; TWA; United.

PITTSFIELD (Mass.)—Mohawk; Northeast. **PORT ARTHUR**—Delta; Eastern; Trans-Texas. **PORTLAND (Me.)**—Northeast. **PORTLAND (Ore.)**—Alaska; Flying Tiger; Northwest; Pan American; United; Western; West Coast. **PROVIDENCE**—American; Eastern; Flying Tiger; National; Northeast; United.

RALEIGH—Capital; Eastern; Piedmont. **READING (Pa.)**—Eastern; Capital; TWA. **RENO**—Bonanza; United; Western. **RICHMOND**—American; Capital; Eastern; National; Piedmont. **ROANOKE (Va.)**—American; Eastern; Piedmont. **ROCHESTER (N.Y.)**—American; Capital; Flying Tiger; Mohawk. **SACRAMENTO**—Pacific; United; West Coast.

ST. LOUIS—American; Bonanza; Continental; Delta; Eastern; Ozark; TWA. **ST. PAUL**—Bonanza; Capital; Flying Tiger; North Central; Northwest. **ST. PETERSBURG**—Eastern; Delta; National; Northeast; Northwest; Riddle; Trans-Canada. **SALT LAKE CITY**—Bonanza; Flying Tiger; United; Western; West Coast.

SAN ANTONIO—American; Bonanza; Compania Mexicana; Continental; Eastern; Trans-Texas. **SAN DIEGO**—American; Bonanza; Flying Tiger; United; Western.

SAN FRANCISCO—American; Flying Tiger; Pan American; Pacific; TWA; United; Western; West Coast. **SAN JUAN**—Delta; Eastern; Pan American; Riddle; Trans Caribbean. **SANTA FE**—Continental; TWA. **SAVANNAH**—Delta; Eastern; National. **SEATTLE**—Alaska; Northwest; Pan American; Pacific Northwest; Trans-Canada; United; Western; Flying Tiger; West Coast.

SHREVEPORT—Bonanza; Delta; Trans-Texas. **SIoux CITY**—Braniff; North Central; Ozark. **SIoux FALLS**—Braniff; North Central; Western. **SOUTH BEND**—Frontier; North Central; TWA; United. **SPOKANE**—Northwest; United; Western. **SPRINGFIELD (Mass.)**—American; Eastern; Flying Tiger; Northeast; TWA; United; Mohawk. **SPRINGFIELD (Mo.)**—American; Delta; Ozark. **SYRACUSE**—American; Eastern; Mohawk.

TAMPA—Capital; Eastern; Delta; National; Northeast; Northwest; Riddle; Trans-Canada; TWA; ASA International. **TOLEDO**—Capital; Delta; Eastern; Flying Tiger; TWA; United. **TOPEKA**—Continental; Central. **TUCSON**—American; Frontier; TWA. **TULSA**—American; Braniff; Continental; Central; TWA.

WASHINGTON—American; Allegheny;

Perfect cargo package . . . Only Sabena jet-speed service promises: Daily one-carrier service to and throughout Europe, Africa and the Middle East . . . the luxury of pressurized, temperature-controlled Boeing "Intercontinental" Jets and DC-7F's . . . inexpensive insurance . . . largest aircraft capacity and lowest rates available. No package too large. No package too small. No "package" like Sabena jet-speed service!



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May, 1961

cti

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CTI's service can simplify *your* shipping problem for any cargo, any destination because all shipments from points within the U.S. to overseas areas move on a single bill of lading; costs are based on one thru-rate from origin to destination.

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Braniff; Capital; Delta; Eastern; National; Northeast; Northwest; Pan American; Piedmont; Riddle; TWA; United. **WHEELING**—Allegheny; Capital; TWA. **WICHITA**—Braniff; Continental; Central; Ozark; TWA. **WILMINGTON (Del.)**—American; Allegheny; Eastern. **WINSTON-SALEM**—Capital; Eastern; Piedmont. **WORCESTER**—Mohawk; Northeast.

IATA boosts flight safety over Europe, Middle East

IATA airlines, operating in controlled airspace over Europe, the Middle East, and parts of North Africa, have taken another giant step toward boosting sky safety. All aircraft are currently flying on instrument flight rules, regardless of the weather. Adopted voluntarily as a safety measure, the new rule means that aircraft will fly at all times at previously specified cruising levels.



A bouquet to Mrs. Lou Hoffman—another woman who has risen to the top in the tough traffic-transportation field. A 19-year veteran—well-versed in all facets of distribution—Mrs. Hoffman has just been named TM at the San Antonio-based Gebhardt Mexican Foods Company.

Named to the Denver Chicago Trucking Company's North Bergen (N.J.) terminal sales staff: Malvin Gersfeld . . .



Malvin Gersfeld

Anthony A. Milward has been reappointed to the board of directors of British European Airways by Britain's Aviation Minister, Peter Thorneycroft. Mr. Milward has been BEA's chief executive and a board member for the past 11 years. His new term of office runs five years . . . John A. Makuch has been appointed Swissair's cargo sales rep for Cleveland. His CHQ: 1422 Euclid Avenue . . . Henry Stevens has been named

director of merchandising by the Spector Freight System.

A salute to **Loren Lundy**, manager of the Midwest Terminal Warehouse Company: Mr. Lundy has been elected president of the Kansas City (Mo.) Transportation Club for 1961 . . . Watch for the Denver Chicago Trucking Company's entry in the 1961 Indianapolis 500 Mile Race! Owned by **Bus Osborn**, the vehicle has been dubbed the DC Special. In '58, it set a world's record for closed track by streaking along at a sizzling 166.78 miles per hour in the Monza (Italy) run.

Marion A. Pool has been named director of sales for Hennis Freight Lines, Incorporated. Mr. Pool has been with the Winston-Salem-based motor freight



Robert M. Upton

carrier since '59 and in the transportation field since 1941. Also announced by Hennis President **S. H. Mitchell**: the appointment of **Robert M. Upton** as director-public relations . . . **Peter**



Peter Tamberino

Tamberino has been appointed district sales manager for the Metropolitan New York area by the Denver Chicago Trucking Company; **Frank Cosier**, assistant to the company's national accounts sales manager; and **Robert E. Short**, sales promotion manager for the trans-continental highway hauler.

James A. Ryder, Ryder System chief executive, has accepted membership on Florida's newly-created Council of 100 . . . The Fruehauf Trailer Company has shifted its Fresno (Calif.) sales and service facility to 2727 South East Avenue.

(Continued on page 38)

May, 1961

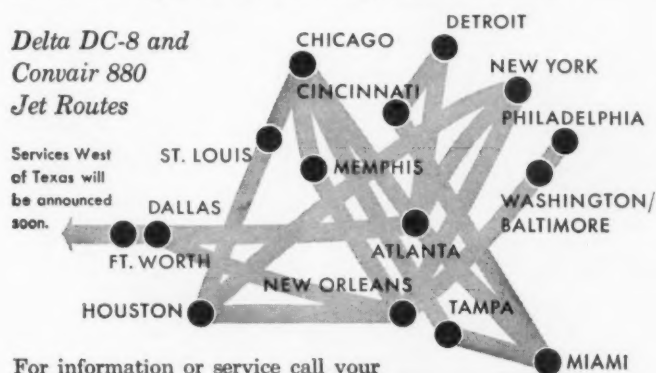
When you need a shipment in a hurry...



Delta Jet Freight

Your shipments move faster when you use Delta's big Jets, cruising at speeds up to 615 mph. And all Delta flights carry Air Freight, give you next day delivery. Delta's fleet also includes all-cargo aircraft for heavier, bulkier shipments.

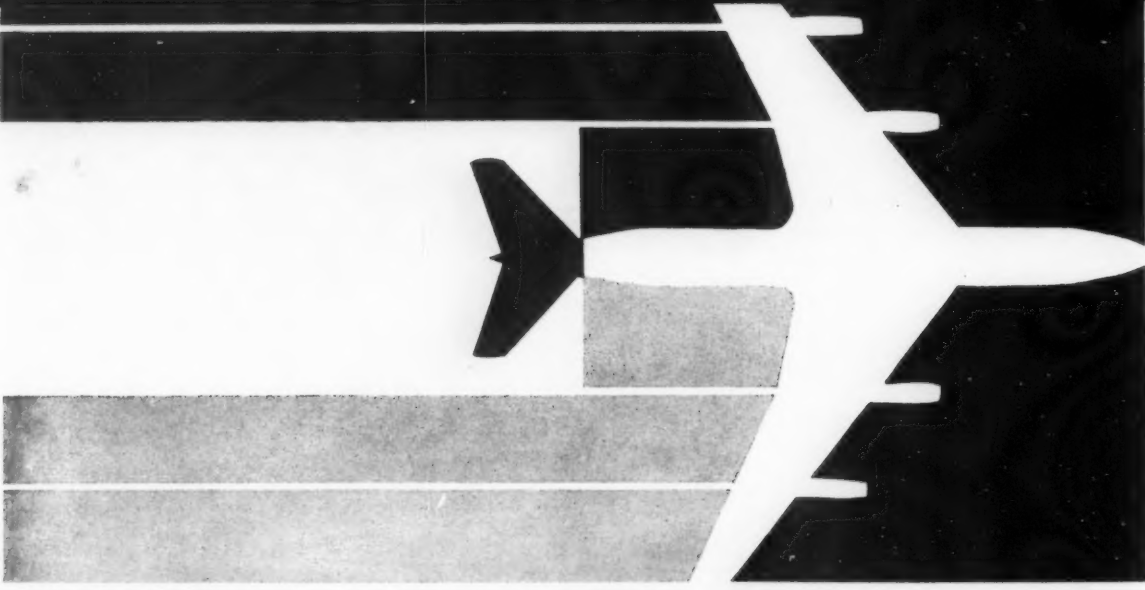
*Delta DC-8 and
Convair 880
Jet Routes*



For information or service call your nearest Delta office, or write: Delta Cargo Dept., Airport, Atlanta, Ga.

DELTA
the air line with the *BIG JETS*

CHECK NO. 14 ON HELP-O-GRAM COUPON



International air freight is zooming! And with good reason! Never before have global sky freight haulers offered U.S. shippers a greater array of passenger-cargo and all-cargo flights to a greater variety of points on the face of the earth.

Here, at a glance, is the international sky cargo picture today:

Air Freight, World: A Capsule Report. Global air freight is on the move. This year it's expected to whiz substantially past the 2 billion cargo-ton-kilometer-mark. Reason? Expanded air freight capacity; beefed up schedules; and a growing number of jet freight hops.

International Air Cargo Census. So important has sky shipping become to U.S. commerce and industry that the U.S. Bureau of the Census recently completed its first compilation of air freight statistics since 1947. Covered: shipments during the survey period of March, 1960. Object of the survey: to determine how much freight, moving into or out of the U.S., is traveling via air freight, and to detail the commodities airlifted.

Survey Statistics. Revealed by the survey is the fact that global sky shipments to and from this country are at an all time high. Air freight exports during the survey period totalled a whopping 12,656,000 pounds; imports, 8,537,000 pounds. Worth of airlifted exports: \$48,627,000; imports, \$41,945,000.

Top Air Freight Export-Import Airports. New York City's airports, the Federal survey emphasizes, rank far out in front of all others in the number of sky freight shipments, destined for overseas points or inbound to key cities around the nation, they handle. During March, 1960, New York International; LaGuardia; and Newark processed 27% of all airlifted exports and 77% of all airlifted merchandise inbound to U.S. points.

Chief Markets For Airlifted Exports.

Canada ranked as the nation's #1 export market, air freight-wise, during the survey period. Runners up: West Germany, France, and Venezuela.

Chief Sources Of Airlifted Imports. Great Britain, France, Italy, West Germany, and Switzerland were the major exporters of airlifted goods, inbound to U.S. points, during the March, 1960, survey period.

Major Commodities (Import) Moving Via Air Freight. Top airlifted U.S. imports in March, 1960, included: woven wool fabrics; auto parts; electrical machinery and apparatus; wool wearing apparel; cotton wearing apparel; office, accounting, and computing machines; and live animals.

Major commodities (Export) Moving Via Air Freight. During the 1960 survey period, top airlifted export commodities included: books and newspapers; auto, truck, and bus parts; drugs; eggs; wearing apparel; cut flowers; motion picture films; musical instruments.

General Rules Governing Inbound Air Freight. The value of a given consignment, inbound to a U.S. destination, will determine whether it enters the country on a formal or informal entry basis. Any consignment valued at more than \$250 enters the country under a formal entry procedure; under \$250, on an informal entry basis. Keystone of the procedure: an evaluation, by an appraiser, to determine the shipment's true value and rate of duty before it enters the country.

Exporting Via Air Freight. All consignments outbound from the U.S. to overseas points require a Shippers Export Declaration. The shipper submits his Declaration, plus an invoice and license to the airline picked to haul his goods. The carrier then prepares an airway bill, checks his documents, and prepares any other papers needed. Customs may or may not check the shipper's

consignment. Final step: loading aboard a waiting overseas airfreighter.

International Air Freight Valuation Charges. Any overseas shipment with a high value per pound is subject to valuation charges. Range: 10¢-40¢ per \$100 of value. Minimum charge: 28¢ per consignment.

International Sky Cargo Insurance. General and valuable cargo insurance is available to international sky shippers. Rates: per \$100 of value.

Latest Ranking Of International Air Freight Carriers. (Basis: 1959 IATA statistics.) 1) Pan American; 2) KLM Royal Dutch; 3) British Overseas Airways Corporation; 4) Air France; 5) Seaboard & Western; 6) Scandinavian Airlines System; 7) Swissair; 8) Qantas; 9) Sabena Belgian; 10) British European Airways.

OVERSEAS SKY FREIGHT SERVICE: CITY - BY - CITY

ALGIERS, ALGERIA—Air Algerie; Air France; Aviacion y Comercio, S.A.; TWA; UAT; West African.
AMSTERDAM, NETHERLANDS—Air Ceylon; British European; Canadian Pacific; El Al; Finnair; Irish; KLM; Hungarian Air Transport; Pan American; Sabena; SAS; Seaboard & Western.
ANKARA, TURKEY—British European; KLM; Middle East; Pan American; SAS; Turkish Airlines.
ANTOFAGASTA, CHILE—Cinta Chilean; Linea Aerea Nacional; Pangara; Lan-Chile.

ANTWERP, BELGIUM—Sabena. **ASMAR, ETHIOPIA**—Aden; Ethiopian; Sudan. **ASUNCION, PARAGUAY**—Aerovias Brasil, S.A.; Aerolineas Argentinas; Braniff; Lloyd Aero Boliviano; Transportes Aereos Nacional; Pan American; Panair do Brasil, S.A.; Primera Lineas Uruguayas. **ATHENS, GREECE**—Air France; Alitalia; British European; British Overseas Airways; El Al; Ethiopian; KLM; Lufthansa; Polish State Airlines; Middle East; Olympic; Qantas; Sabena; SAS; South African; Swissair; TWA.

A SHIPPER'S GUIDE TO INTERNATIONAL AIR FREIGHT

AUCKLAND, NEW ZEALAND—Canadian Pacific; New Zealand; Pan American; Qantas; Tasman Empire.

BAGHDAD, IRAQ—Air France; Alitalia; Arab Air; British Overseas Airways; Iranian; Iraqi Air; KLM; Lufthansa; Middle East; Pan American; Pakistan; SAS; Swissair; Syrian; Saudi Arabian. **BANGKOK, THAILAND**—Air Laos; Air France; Air India; British Overseas Airways; Japan; KLM; Pan American; Qantas; SAS; Swissair; TWA. **BARCELONA, SPAIN**—Air France; Alitalia; Aviacion y Comercio, S.A.; British European; British Overseas Airways; Iberi-

an; Irish; KLM; Lufthansa; Pan American; Sabena; SAS; Swissair.

BARRANQUILLA, COLUMBIA—Avianca; KLM; Pan American. **BASLE, SWITZERLAND**—Air Algerie; Air France; British European; Eagle; KLM; Middle East; Swissair; Seaboard & Western. **BEIRUT, LEBANON**—Air France; Air Jordan; Alitalia; Arab; British Overseas Airways; Iranian; KLM; Lufthansa; Middle East; Olympic; Pan American; Panair do Brasil; Qantas; Sabena; SAS; Saudi Arabian; Sudan; Swissair; Syrian.

BELEM, BRAZIL—Aerovias Brasil; Pan

American; Panair do Brasil; Varig. **BELFAST, IRELAND**—British European; BKS; Silver City. **BELGRADE, YUGOSLAVIA**—British European; Polish State; Swissair.

BERLIN, W. GERMANY—Air France; British European; Polish State; Pan American; SAS. **BERMUDA**—British Overseas Airways; British West Indian; Eastern; Eagle; Iberian; Linea Aeropostal Venezolana; Pan American; Trans-Canada. **BOGOTA, COLUMBIA**—Avianca; Aerovias Sud Americana; Braniff; Iberian; Linea Aeropostal Venezolana; SAM.

Superb airports, such as Bermuda's Kindley Field, are making all the world a mammoth market for U.S. air shippers.



Exporting by air? Steps: submit documents (1), to carrier (2). Waybill prepared, documents OKd (3). Clerk verifies manifest, license (4). Customs makes spot-check (5). Finally, cargo is loaded aboard aircraft (6).



BOMBAY, INDIA—Air India; Alitalia; British Overseas Airways; Indian Airlines; Middle East; Pakistan; Qantas; Swissair; TWA. **BONN, GERMANY**—British European; Lufthansa; Sabena; Seaboard & Western. **BORDEAUX, FRANCE**—Air France; British European; UAT. **BRASILIA, BRAZIL**—Aerovias Brasil; Transportes Aereos Nacional; Pan American. **BREMEN, GERMANY**—KLM; Lufthansa; SAS. **BRISBANE, AUSTRALIA**—Ansett; Qantas; Trans-Australia. **BRUSSELS, BELGIUM**—Alitalia; British European; El Al; KLM; Polish State; Pan American; Sabena; Trans-Canada; SAS; Seaboard & Western; Swissair.

BUCHAREST, RUMANIA—Sabena. **BU-DAPEST, HUNGARY**—KLM; Sabena; SAS. **BUENOS AIRES, ARGENTINA**—Aerovias Brasil; Aerolineas Argentinas; Air France; Alitalia; Braniff; Canadian Pacific; Iberian; KLM; LAN; Lufthansa; Panagra; Pan American; Panair do Brasil; Primeras Lineas Uruguayas; SAS; Swissair; Varig.

CAIRO, EGYPT—Aden; Air Ceylon; Ansett; Air Jordan; Ethiopian; Lufthansa; Iraqi; KLM; Middle East; Olympic; Qantas; Sabena; SAS; Sandi Arabian; Sudan; Swissair; Syrian; TWA. **CALCUTTA, INDIA**—Air France; Ansett; British Overseas Airways; Indian Airlines; KLM; Pan American; Qantas; SAS; Swissair; Thai Airways. **CARACAS, VENEZUELA**—Aerovias Brasil; Avensa; Alitalia; Air France; Avianca; British Overseas Airways; British West Indian; Iberian; KLM; Linea Aeropostal Venezolana; Pan American; Ransa; Transcontinental, S.A.

CASABLANCA, MOROCCO—Air France; Sabena; Transportes Aereos Portugueses. **COLOGNE, GERMANY**—British European; El Al; Finnair; KLM; Lufthansa; Pan American; Sabena; Seaboard & Western; Swissair.

COLOMBO, CEYLON—Air Ceylon; British Overseas Airways; Indian Airlines; KLM; Qantas; TWA. **COPENHAGEN, DENMARK**—Irish; Finnair; Air France; British European; Iceland; Icelandic; KLM; Lufthansa; Pan American; Sabena; SAS; Swissair. **CURACAO, DUTCH WEST INDIES**—KLM; Linea Aeropostal Venezolana; Pan American; Ransa. **DAKAR, SENEGAL**—Aerolineas Argentinas; Air France; Iberian; Lufthansa; Pan American; Panair do Brasil; SAS; UAT. **DAMASCUS, SYRIA**—Air France; Air India; Air Jordan; Alitalia; British Overseas Airways; British European; Iranian; Iraqi; KLM; Lufthansa; Middle East; Qantas; SAS; Saudi Arabian; Swissair; Syrian.

DARWIN, AUSTRALIA—Ansett; British Overseas Airways; Qantas. **DELHI, INDIA**—Air France; Air India; Ariana Afghan; British Overseas; Indian Airlines; KLM; Qantas; Pan American.

DJARKARTA, INDONESIA—British Overseas Airways; KLM; Pan American; Qantas; SAS. **DUBLIN, IRELAND**—Irish; KLM; British European; BKS. **DUSSELDORF, GERMANY**—Air France; Air India; Alitalia; British European; Irish; KLM; Lufthansa; Pan American; Panair do Brasil; Sabena; SAS; Seaboard & Western; Swissair; Trans-Canada. **FRANKFURT, GERMANY**—Aerolineas Argentinas; Air France; Alitalia; Avianca; British European; British Overseas Airways; Finnair; Iberia; Irish; KLM; Lufthansa; Middle East; Pan American; Panair do Brasil; Qantas; Sabena; Olympic; Iraqi; SAS; Seaboard & Western; Swissair; TWA.

GENEVA, SWITZERLAND—Air Algerie; Air France; Air India; Alitalia; British European; Iberian; KLM; Lufthansa; SAS; Swissair; Seaboard & Western; TWA. **GLASGOW, SCOTLAND**—British European; British Overseas Airways; Iceland; Icelandic; Irish; KLM; Pan American; SAS; Seaboard & Western; Trans-Canada; TWA. **GOTHENBURG, SWEDEN**—Icelandic; SAS. **GUAYAQUIL, ECUADOR**—Aerovias Panama; Braniff; Cinto; KLM; Panagra; TAN; Lanica. **HAMBURG, GERMANY**—Air France; British European; Iceland; Icelandic; Finnair; KLM; Lufthansa; Pan American; Sabena; SAS; Seaboard & Western; Swissair.

HAVANA, CUBA—(Due to unsettled conditions and current Cuban anti-U.S. campaign, shippers are advised to keep abreast of late developments before shipping airborne cargo.) **HELSINKI, FINLAND**—Finnair; Pan American; SAS. **HONG KONG**—Air France; Air India; British Overseas Airways; Canadian Pacific; Japan; Pan American; Qantas; Swissair. **ISTANBUL, TURKEY**—Air France; Alitalia; British European; British Overseas Airways; El Al; Iraqi; KLM; Lufthansa; Middle East; Olympic; Pan American; Panair do Brasil; Qantas; Sabena; SAS; Swissair.

JOHANNESBURG, SOUTH AFRICA—Alitalia; British Overseas Airways; KLM; Pan American; Qantas; Sabena; SAS; UAT. **KANO, NIGERIA**—Air France; British Overseas Airways; KLM; Sabena. **KARACHI, PAKISTAN**—Air France; Air India; Alitalia; British Overseas Airways.

(Continued on page 53)





Straight to the point!

That's where your shipment goes, right to the point you specify when you send it via Lufthansa's world-wide Super Cargo Service. And it goes fast and safely with expedited service. Because Lufthansa adds that element of Personal Attention to its unique, efficient way of handling your consignment. That's why shippers who want their merchandise to get straight to the point, ask their Cargo Agent to specify Lufthansa.



5 weekly all-cargo flights from New York. 14 weekly transatlantic nonstop Jet Cargo services from New York. Regular Jet Cargo services from Chicago and San Francisco.

Sky shipping versus the clock:

IBM

KO'S TIME & DISTANCE WITH JET AIR CARGO



5:00 PM, 15 April: Stan Drexler, of IBM's WTC Orders and Shipments Department, phones the SOS received from Paris to IBM's Mechanicsburg (Pa.) Parts Depot. The race is on!



Ready for its trans-Atlantic trip, the part is loaded aboard a helicopter at New York's 30th Street Heliport. Next stop: bustling New York International Airport, Queens.



When an epidemic threatens, and air freight is used to speed vital drugs to where they're needed, the mercy mission generally makes the headlines.

When the Cold War suddenly seems to be turning hot and airfreighters start hauling supplies and materials from the U.S. to the nation on the firing line, this, too, receives its fair share of the public's attention.

Not so the ordinary business emergency, requiring the airlifting of a component, with lightning speed, to some distant point. Sky shipping's exploits in keeping the world of commerce and industry humming, day after day, go virtually unnoticed.

Take, for example, a recent non-earth shaking emergency involving IBM's Data Center in Paris. The Center uses high speed electronic computers, storing information for IBM clients throughout France. Several computers are used simultaneously. When one breaks down—TROUBLE!

This is precisely what happened a short time ago. One of the computers' capstan drives failed. (This part is used to move the magnetic tape through the computer.) Needed: a replacement part. Special requirement: sizzling speed in getting the replacement, so that the schedules of the remaining computers would not be interrupted.

IBM Paris wired IBM New York. The SOS was acknowledged and a telephone call was made to IBM's Parts Depot in Mechanicsburg, Pennsylvania.

The replacement part was packaged; dispatched; and shifted to New York's 30th Street Heliport. Here, it was placed on a helicopter and forwarded to New York International Airport.

Met by Air France, the part was processed for shipment on the carrier's 10 AM flight, 010. Seven hours later, the part was in Paris.

Air freight had done it again!



10:00 AM, 16 April: It's bon voyage to the computer part. Loaded aboard an outbound jet, in just seven hours the component will be in Paris. So chalk up another one for air freight!



6:50 AM, 16 April—At Air France's Cargo Depot, New York International Airport, the computer part's documents and waybill are double-checked by an AF employee. Everything's in order!



Shipping Management

WHY USE AN AIR FREIGHT FORWARDER

A master of procedure and an authority on all facets of sky shipping, the air freight forwarder is a key man in the sky cargo industry today.

His main function is to consolidate small shipments. Object? To bring the aggregate weight of these shipments into a higher weight class, where the 100-pound-plus commodity rate may be applied. Result? His rates may well be lower than those published by air freight haulers themselves.

Actually, all U.S. air freight forwarders—both those in domestic and in international air freight—operate as indirect air carriers. They are authorized by the Civil Aeronautics Board, through a Letter of Registration, to publish tariffs and issue airwaybills between a whole host of points, in the U.S. and overseas.

What makes the air freight forwarder so important to the shipper are the advantages he is in a position to offer. These include:

- 1) One call, one responsibility, one airwaybill, one invoice service.
- 2) Personal attention and effective "know how" in routing consignments.
- 3) Substantially reduced air freight rates.
- 4) Packaging advice—and, in some instances, actual service.

- 5) Help in clearing customs and expediting paperwork involved in air freight documentation.

Among the nations outstanding air freight forwarders are:



Air Express International, 90 Broad Street, New York; Emery Air Freight, 801 Second Avenue, New York; Acme Air Cargo, 2 Lafayette Street, New York; Allied Air Freight, 428 9th Avenue, New York; Barnett Air Cargo and Barnett International Air Freight, 543 West 43rd Street; Peter A. Bernacki, 26 Broadway, New York; Pan Maritime Cargo Service, 232 Water Street, New York.

Lifshultz Air Freight, 28 North Franklin Street, Chicago (domestic only); Air-Sea Forwarders, 406 South Main Street, Los Angeles; Airborne Freight Corporation, San Francisco International Airport, San Francisco; World Freight Forwarders, 1225 East 155th Street, Seattle; Shulman, 1580 North 52nd Street, Philadelphia (domestic only.)

**Alaska's
lifeline
in the sky . . .**

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**Seattle—1309 4th
Avenue**

**New York City—595
5th Avenue**

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PUT NORTHWEST JET WINGS ON YOUR FREIGHT!



Be Specific . . . route your freight Northwest coast-to-coast or trans-Pacific . . . for jet-speed service that keeps your freight on the go. Watch Northwest's Cargo Service spring into action . . . moving a carton or plane load with smooth efficiency . . . to and from the major cities across the country, across the Pacific. Northwest also serves smaller communities with fast, efficient Sky-Truck Service.



Executive Offices: Minneapolis/St. Paul, Minn.

CHECK NO. 16 ON HELP-O-GRAM COUPON
May, 1961

GRUMMAN



CONTAINER LOWERS AIR FREIGHT COSTS

**IT'S WORKING FOR: American, United, T.W.A., Riddle, Seaboard
and Western, Lufthansa, K.L.M., National, Eastern, and R.C.A.F.**

Aluminum containers, designed and built by Aerobilt, a Grumman subsidiary, now enable many U.S. airlines to lower air freight costs and standardize shipping methods throughout their routes. On-route utilization has proved that the lightweight Aerobilt Containers save air freight carriers money by minimizing cargo handling and lowering claims from pilferage and damage. Utilization also proves that Grumman's unique container design provides an extremely high payload per container plus the ruggedness to stand up under the roughest handling.

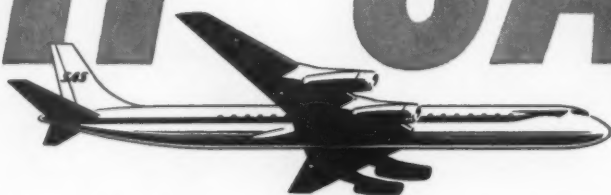
This completely weatherproof Aerobilt Container weighs only 210 pounds and carries a payload of 3,000 pounds. It has withstood static tests of a 3,750 pound overload plus 1,500 pounds on top without any injury to the container. The container is 84" long, 63" high and 42" wide and has a full-opening hinged door which can be locked and sealed.

For more information about the variety of Aerobilt Containers to meet your specific cargo handling needs for air, land or sea, contact

Mr. George Skurla, Program Manager,
Grumman-Aerobilt, Bethpage, Long Island,
New York.



FOR JET SPEED-ALL THE WAY SHIP SAS



★ ALL CARGO TO EUROPE—TRANSATLANTIC OR TRANSPOLAR
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Statler-Hilton Hotel, New
York, May 11th, 2:00 PM

Sponsors: Air Cargo Sales
Club and the Society of
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Want to attend? Contact Shipping Management
Don't delay! This is one event you just
can't afford to miss!

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34

motor freight hauls 51,000- pound U. S. Steel steel coil

Here's a load (see photo) to tax a
giant! Yet versatile trucking—handling
increasingly bigger, bulkier, more diver-
sified items all the time—transported
this 51,000 pound steel coil to its desti-
nation without a hitch.



Shipped from the U. S. Steel Corpo-
ration in Gary (Ind.) to the Ford Motor
Company in Chicago Heights (Ill.) the
coil—the largest ever moved over-the-
highway—moved aboard a super-sturdy
semi-trailer. Producer: the Norwin Trail-
er Division, Northern Indiana Steel
Supply Company, Michigan City, Indi-
ana.

For more news on motor freight, turn
to Via Motor Carrier, located on page
45 and Motor Carrier Dicta, page 60.

Shipping Management

through this door can go the biggest cargo now flown across the Pacific

Japan Air Lines now has DC-7F Freighters in cargo service.

Capacity: 30,500 lbs. Floor load limit: up to 200 lbs. per square foot.

Aft door sizes: 124" wide by 78" high.

No plane can carry anything bigger across the Pacific • Or more dependably. Your cargo is lovingly handled, securely packed in a pressurized, temperature-controlled compartment. JAL's experienced personnel, both in the U.S. and the Orient, sees that it gets there — on time. An exclusive extra: assurance of **no "off-loading."** Also: reserved space, in-transit information, protected trans-shipment on from Tokyo, daily service for smaller cargo on JAL's DC-8C passenger jets.

It's good business to specify JAL Courier Cargo. The rates? Often much lower than the total cost of sea shipment. Talk to your cargo agent or your forwarder. Or call the JAL cargo office in your city.



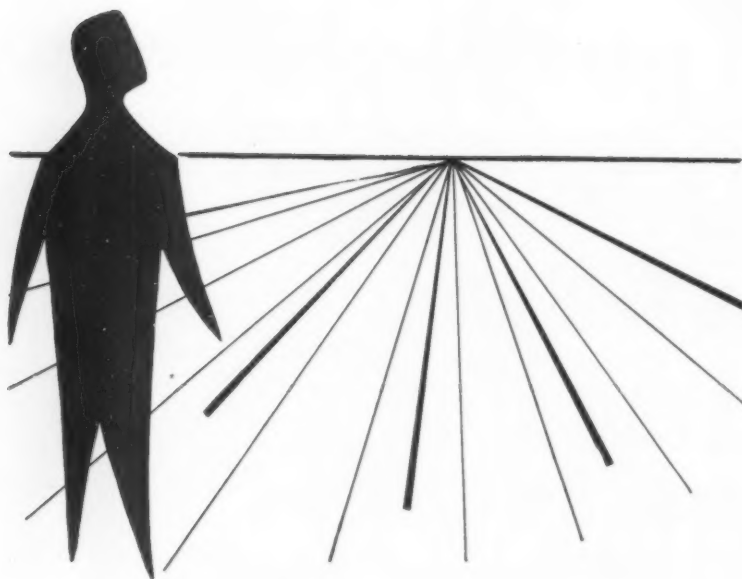
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May, 1961

U. S. sky shipping's Big Three: the CAB, ATA, and IATA



• Who they are

• What they do

• How they work

- 1) It regulates the economic aspects of air passenger and freight transportation in the U. S., both domestic and international.
- 2) It investigates airplane disasters.
- 3) It establishes and enforces civil air regulations designed to enhance air safety.
- 4) It plays a leading role in matters affecting U. S. air carriers engaged in international air transportation.

From the standpoint of the sky shipper, the CAB's regulation of the economic aspects of American air transportation is most important.

Just what does this "regulation" encompass? Briefly, the Board:

- 1) Allows or denies certificates of public convenience and necessity to U. S. flag carriers, operating over both domestic and international routes.
- 2) Provides or denies air permits to foreign airlines.
- 3) Reviews and approves or disallows rate and rate practices and procedures of air carriers.
- 4) Encourages the efficient, economical airlifting of mail.
- 5) Studies and passes on air agreements, contracts, mergers, and acquisitions.
- 6) Enforces the provisions of the Civil Aeronautics Act.
- 7) Cooperates and aids the U. S. State Department in the negotiation of agreements with other nations for the creation of air routes and services.

To carry out these vital functions, the Board retains a large staff of experts, grouped in divisions. Key units include:

The Office of Compliance. Assignment: enforcing the economic regulatory provisions of the Civil Aeronautics Act and taking action to stem or correct all violations of these provisions.

The Bureau of Air Operations. Assignment: overseeing air carrier tariffs, routes, services, rates.

The Bureau of Hearing Examiners. Assignment: taking command of all formal proceedings deriving from the economic regulatory provisions of the Civil Aeronautics Act.

The Office of the General Council. Assignment: advising on the legal

To a tremendous degree, air freight's destiny and its future impact on U. S. distribution rests squarely on the efforts of three key organizations. The first represents the Federal government; the second, the air industry; and the third is global in scope.

Over the years, the Civil Aeronautics Board (currently headed by Chairman Alan Boyd) has become a focal point of sky shipping rate and route decisions in the United States. The Air Transport Association (guided by Stuart Tipton) has likewise played an important role in air cargo's development in this country. The International Air Transport Association, finally, has helped (under the leadership of Director-General Sir William P. Hildred) maintain the global air freight stability needed to enable international sky shipping to soar to new horizons in traffic hauled, distance covered, and shippers served.

Civil Aeronautics Board:

No public or private agency exerts a more profound influence on air freight transportation in the U. S. today than the Civil Aeronautics Board. From its offices in the Department of Commerce Building, Washington, the CAB serves both as the "watchdog" and policy maker of air transportation in this country. Its powers are broad and sweeping. Its control over commercial aviation is decisive.

An independent unit, the CAB is

comprised of five members—serving overlapping terms—appointed for six years by the President, subject to the approval of the Senate. Every year, the President himself designates one of the five members as CAB chairman and another as vice chairman.

Why was the CAB established? For a number of important reasons.

First of all, back in the late Thirties, Congress found itself increasingly concerned about the lack of economic stability in the nation's fledgling air transport industry. Effective service; adequate routes; and dependable service were "musts." But commercial aviation in the U. S., at this time, was sadly lacking on all counts.

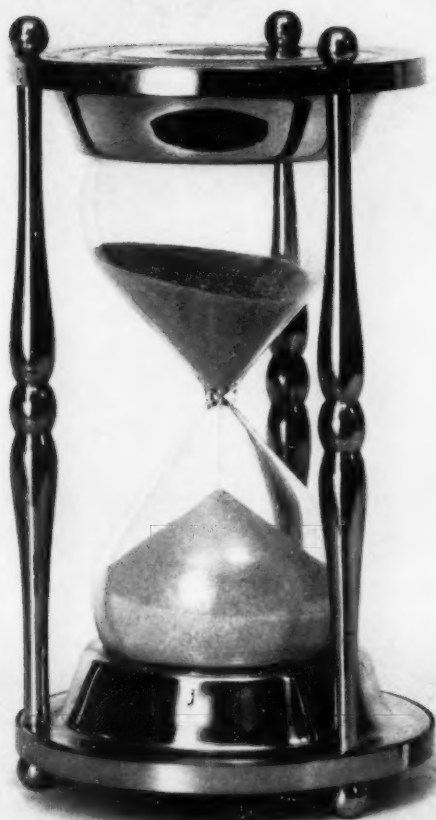
To achieve the desired economic stability, boosted safety, and improved service, the Civil Aeronautics Act of 1938 created the CAB and established a set of guidelines governing the unit's scope of authority.

A major assignment handed the CAB was fostering and encouraging the growth of an adequate air transport system. Another was to preserve and enhance the advantages of air transportation. And a third was the regulation of air commerce to improve its safety record.

Today, these same yardsticks still guide the CAB in the performance of its duties. With its attention focused on these objectives, the Board does four vital jobs:

TRAFFIC MANAGERS...

*how long is
an hour?*



600 miles long. In this jet age, the United States is only "six hours" wide. Emery Air Freight gives same day or overnight delivery anywhere in the nation. Emery now enables you to go far and wide to extend your market for increased sales. Take advantage of the speed and reliability of Emery Air Freight by specifying "Ship Emery Air" on shipments to your customers. To find out how much faster Emery can deliver your shipments call your local Emery man, or write . . .



EMERY AIR FREIGHT

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Offices in all principal cities.

phases of the Board's economic regulations and representing it in the courts.

The Office of Administration. Assignment: to reproduce and distribute CAB regulations and rulings.

AIR TRANSPORT ASSOCIATION:

Representing the nation's certificated air carriers is the Air Transport Association of America. GHQ: 1000 Connecticut Avenue, North West, Washington 6, D. C.

The ATA is the official trade organization of U. S. certificated sky freight and passenger haulers. It serves as a

focal point around which carriers may pool their technical and operational "know-how"; share their problems; and plan common action.

All ATA activities are conducted by a number of departments and committees. Included: operations and engineering; air navigation; traffic control; traffic and sales; economic research; government affairs; legal action; and public relations.

IATA:

Under the sage, enlightened, and effective guidance of the International Air Transport Association (GHQ: Montreal) world air freight has grown and prospered. Established under a Canadian

Parliament act in 1945, today IATA performs so many vital services it is impossible to list all of them in the space available.

Basically, IATA has three aims:

1. To promote safe, regular, and economical air transportation for the people of the world; to foster air commerce; and to analyze and study global air problems.
2. To provide means for collaboration among the airlines of the world, engaged directly or indirectly in air transportation.
3. To cooperate with the International Civil Aviation Organization and other international units.

An all-important facet of IATA's work is the establishment and maintenance of international air freight rates. Under IATA's rate-making setup—developed by its world-wide airline membership—rates covering air freight are discussed at regular intervals at regional or joint rate conferences. Rate agreements OK'd unanimously are binding on all IATA members. Condition: the approval of the individual governments concerned.

If the members do not come to an agreement—the situation developing last February, with regard to trans-Atlantic air freight rates—an "open rate" ensues. The member carriers are free to set their own tariffs until an agreement is reached.

IATA currently maintains offices in New York, Paris, London, Singapore, and Bangkok. Its New York City address: 500 Fifth Avenue.

Traffic News

(Continued from page 25)

Dick Ogden has been appointed East Texas Motor Freight Line sales representative for the Tri-Cities area. Announcement of the appointment was made recently by ETMF Beaumont (Tex.) Terminal Manager Frank Sears . . . George W. Helme's traffic department has been shifted to 4 Maple Street, Helmetta, New Jersey. Its former GHQ was at Rockefeller Center in New York City . . . Selected as director of industrial relations for the Ryder System's Common Carrier Division: A. C. Untener . . . Paul L. Tietjen has been elected vice president—traffic and transportation by the Jones & Laughlin Steel Corporation.

Currently celebrating his 45th year with the same company is Walter McCurdy, TM at the Cerro de Pasco Corporation. Why has he remained with Cerro de Pasco all this time? "I like it here," reports Mr. McCurdy . . . Thomas P. Gibbon has been promoted to the post of district sales manager of the Denver Chicago Trucking Company's Syracuse terminal. His former assignment: D-C Buffalo sales representative . . . Named Spector Freight System sales representative for the Philadelphia area: Edward O. Kirby.

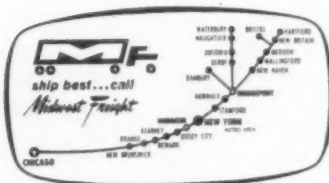


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FRIENDLY

Want freight service that's *really* on the move and *always* personalized?

Then call MIDWEST—the motor carrier with YOU in mind on every shipment! Even the smallest LTL move gets careful attention and handling with MIDWEST. Daily, non-stop service between Chicago and New York City, New Jersey and Connecticut. Also fast, through-trailer service to both the West Coast and New England.

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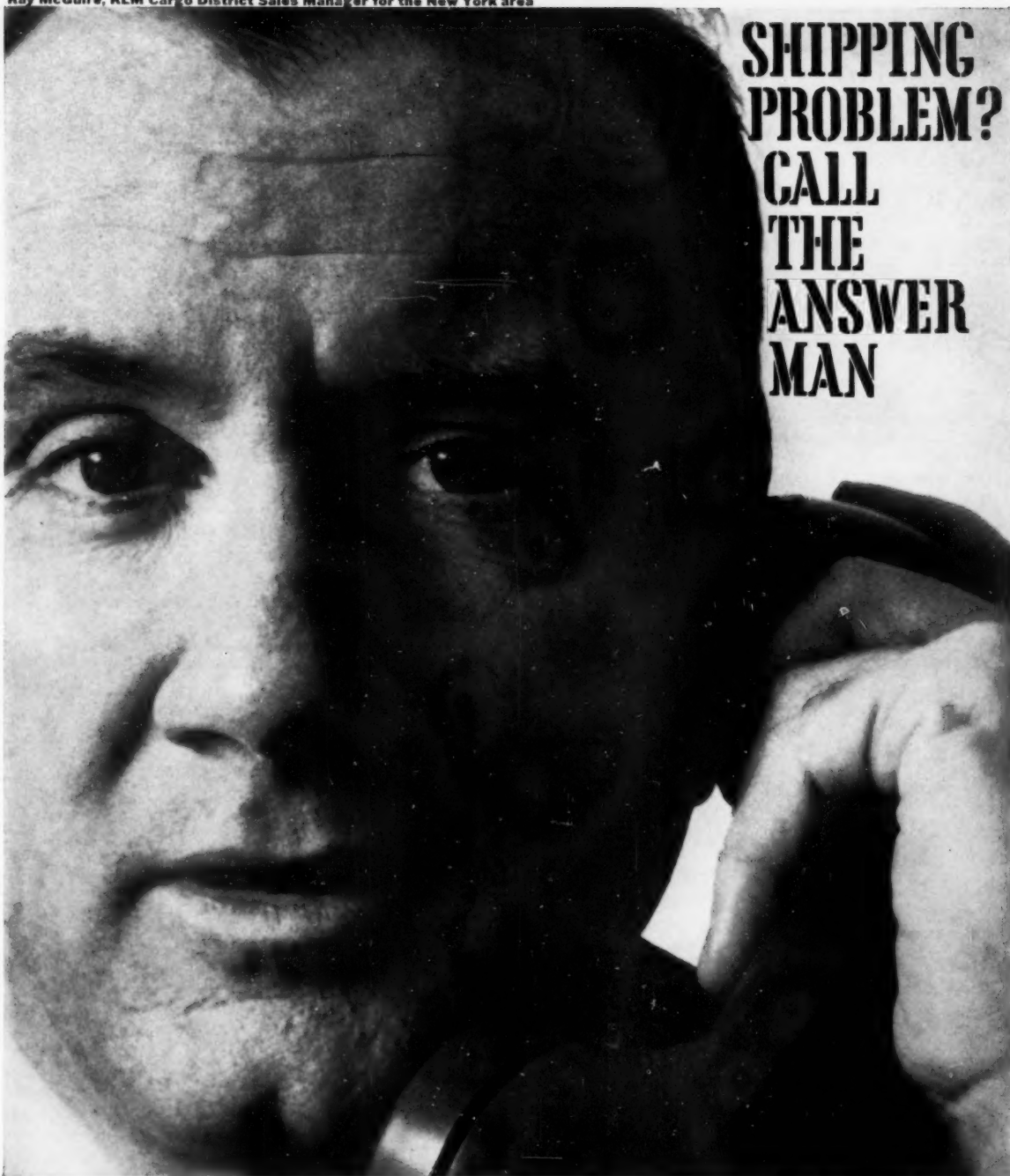
Midwest Freight
FORWARDING CO., INC.

GENERAL OFFICES 3220 SO. WOLCOTT AVE.
Phone Virginia 7-3345—CHICAGO 8, ILLINOIS

CHECK NO. 22 ON HELP-O-GRAM COUPON

Ray McGuire, KLM Cargo District Sales Manager for the New York area

SHIPPING PROBLEM? CALL THE ANSWER MAN



The most experienced air cargo representatives make KLM world's first choice. Ray McGuire knows cargo from the ground up. He should. He's been in it for 19 years. And Ray is only one of more than 150 KLM cargo experts stationed in the U.S. Call the KLM Cargo Representative nearest you. He'll handle every detail for you. He's authorized to make decisions, cut red tape. He accepts your shipment as his personal responsibility. Your order will arrive in a hurry, on time, at lowest possible cost. Special care by men who know their business best makes KLM one of the world's air cargo leaders

■ **KLM Royal Dutch Airlines, 250 Pearl Street, New York, N. Y.**



CHECK NO. 23 ON HELP-O-GRAM COUPON

May, 1961

TO ALL MOVERS OF CARGO:

We are all aware of the disposition of most Air Cargo Shipments from One Industrial Area to Another. A look at the map below will indicate to what extent LAN-CHILE Airlines is cognizant of this fact. Our routes include direct service to the major industrial areas of Western and Southern South America. Now look again at the map . . . and we feel sure you will find the destination of your next Air Cargo Shipment . . . and that it can be serviced by LAN-CHILE Airlines.

Cordially,

Bill Barber

P. S.

Why not drop me a line for your free copy of our new Cargo Flight Wall Map.

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SOUTH AMERICA BEST...

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Pepe Penguin SAYS:



"LAN-CHILE flies all the way to the straits of Magellan, farther south than any airline. Its strategic routes guarantee fast and dependable cargo deliveries to all of South America."

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CHICAGO: 37 S. Wabash Ave., DE 2-3229
HOUSTON: 328 M&M Bldg., FA 3-9315



Where to find the answer to your air shipping problem

In a quandry about air freight? Want to know more? Need help in solving a specific problem? The following organizations stand ready and willing to lend a hand:

Shipping Management Magazine, 425 Park Avenue South, New York City 16, New York.

Air Cargo Sales Club of New York, c/o Shipping Management, 425 Park Avenue South, New York City 16, New York.

Aerospace Industries Association, 610 Shoreham Building, Washington, D. C.

Air Freight Forwarders Association, Ring Building, Washington, D. C.

Air Transport Association of America, 1000 Connecticut Avenue, Washington, D. C.

Airline Ground Transportation Association, 501 Madison Avenue, New York City, New York.

Conference of Local Airlines, 1000 Connecticut Avenue, Washington, D.C.

Independent Airlines Association, 1328 Eye Street, Washington, D. C.

International Air Transport Association, Montreal, Canada. U.S. office: 500 Fifth Avenue, New York City, New York.

Getting your money's worth out of domestic air freight?

Take a tip from the experts. You can s-t-r-e-t-c-h your air shipping dollar if you take the time to analyze and learn the basics of domestic air freight rates and charges.

For instance, suppose your company manufactures cutlery at a plant in the Los Angeles area. An order arrives from a customer in New York. The order is made up and turned over to your department for shipment.

If you airlift that order under a general commodity rate, it will cost you \$31.77-per-100-pounds. But if you understand domestic air freight's rate setup and if you ship the order under a specific commodity rate, it'll cost you only \$15.85-per-100-pounds to fly your consignment across the country. Saving: a whopping 50%!

Luckily, domestic air freight's rate and charge structure is a snap to comprehend. It consists, fundamentally, of general and specific commodity rates.

ECONOMIZE ON YOUR AIR FREIGHT SHIPMENTS TO CENTRAL, SOUTH AMERICA AND MEXICO . . .

Use a combination of truck-air service . . .

DAILY direct "thru-service" from New York City, New Jersey and Connecticut to Miami with 2nd morning delivery serving all airlines at Miami International Airport for

AIR BEYOND TO ALL LATIN AMERICA

Interline with Oneida Motor Freight covering New York State and M&M Transportation Company covering Massachusetts and Rhode Island.

For further information contact Armellini
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Executive Offices
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Vineland, N. J.
Phone: OXford 2-7012

Terminal—Building 2143
International Airport
Miami, Florida
Phone: TU 8-6811

Be Sure to See Insert

domestic air-surface coordinated service

On the ground, as in the air, sky cargo is seeking time-saving cost-cutting approaches to the processing of air freight. One important area in which terrific progress is being registered: coordinated highway-air transportation.

Typical of the taut, superbly-planned air-truck services now available is one U.S. firm—airlifting goods to Central and South America—are utilizing on a mounting scale. Operated jointly by Armellini Truck Lines and Pan American World Airways, the run is the ultimate in smooth, safe, speedy, and dependable integrated surface-air transportation.

Armellini, a pioneer in the surface-air freight field, handles sky cargo exclusively. A highlight of its tip-top program is direct, non-stop highway service from New York to Miami International Airport, PAA's gateway center to Central and South America. Under the Armellini-PAA setup, goods—bound for Miami International—leave New York daily and are handled on a "second morning Miami delivery basis."

Armellini's system? Two man driver teams; A-1 equipment; painstaking planning; and split-second timing.

On the air carrier side, American Air-

lines continues to expand its Truckair network steadily. Recently, 109 cities and seven new major motor freight haulers were added to the AA system. Currently linked by Truckair: the airline's 70 major airport centers and close to 800 U.S. communities. Number of motor freight lines now working with American: 40.

Features of the expanded service include joint general rates, computed in both directions between all points; addition of most of the nation's principal military bases; adoption of the same method of weight breaks as those used by motor freight lines; and a simplification of rates governing shipments of under 100 pounds.

Other advantages: reduction of paperwork, through the use of a single bill of lading and a single rate tariff; next morning delivery, in most instances; and "one call does all" service.

Still other outstanding surface-air operations are being offered by:

Consolidated Freightways and **Pan American World Airways**. Under the CF-PAA arrangement, the motor freight line's Canadian and U.S. terminals are linked closely to the sky

hauler's fabulous air freight network.

Northwest Orient Airlines. Through arrangements with motor freight carriers in strategic areas all over the U.S., Northwest is now in a position to provide integrated truck-air service to more than 600 communities in 28 states.

The Flying Tiger Line. No truck-air operation is better run or more carefully blueprinted than this one. Highway-air service, under the Flying Tiger program, is available to hundreds of U.S. communities. Features: through rates and through bills of lading.

Continental Airlines. Linked with Grade-A motor freight carriers, affiliated with the Colorado Motor Carriers Association, Continental is presently offering coordinated highway-air transportation to 42 centers in Colorado and key cities served by the air carrier in California; Oklahoma; Kansas; Texas; New Mexico; and Illinois.

Greyhound. For small packages, under 24" x 24" x 45", who could ask for more than the super-drooper operation Greyhound maintains.

AS WE GO TO PRESS

CARGO CURRENTS: Large or small, worldwide, regional, or local, air freight carriers are transporting an unparalleled array of products these days. Take Trans Caribbean Airways, which, under the leadership of U.S. and Puerto Rico Sales Manager James H. McGuinness, is moving ahead steadily in the sky shipping field.

Not long ago, Captain Al Cohen—who has been flying for the airline for close to 15 years—discovered that Puerto Rico's hotels were having difficulties in getting the top quality mushrooms they needed. To help them out, Captain Cohen began flying them in from the U.S.—15 pounds at a clip.

What's happened? Today, the pilot's mushroom operation has mushroomed to 500 pounds per flight, all moving via Trans Caribbean.

Coffee, tailor-made for use in vending machines, used to be another problem in Puerto Rico. Chief victim? Ponto Vendors, the firm operating and maintaining the units. Reason? The shortage of good, fresh coffee—needed to make a hearty brew in vending equipment.

Thanks to Trans Caribbean, though, the problem has been KO'd. The carrier's answer:

a regular "coffee express run," between Tenco in Linden, New Jersey, and the Puerto Rican company. Result: fresh coffee, when it is needed, via fast, dependable air freight.

Still another Trans Caribbean achievement: a sharp slash in the time needed to transport goods between New York and Aruba. Traveling via ocean carrier, merchandise formerly reached its destination from 45-60 days after being shipped. Today, airlifted by Trans Caribbean—which flies the New York-San Juan-Aruba route—merchandise is received in Aruba in hours, rather than weeks.

The Daggett Truck Line has taken delivery of six **International model DCOF-405** highway tractors as part of a fleet replacement and expansion program. Daggett makes regular hauls from North Dakota to points in Minnesota, Wisconsin and Iowa. The firm also hauls between Canadian and United States packing companies and between eastern and central Montana and North Dakota. Daggett GHQ: Frazee, Minnesota.

(More late news on page 61)



515 feet long, this cargo terminal office building at Zurich connects with warehouse, storage and cargo-handling building to the rear.



Large door, all-cargo aircraft fly to Zurich, too! A key cargo hub, Zurich is served by 27 airlines flying to all parts of the world.



Daily DC-8 service and all-cargo flights from New York take advantage of the jet age's fastest, most efficient transshipment handling.



Terminal's facilities range from free trade zone areas to refrigerator rooms, from guarded vaults to high speed conveyors.

Zurich's new all-cargo terminal: 120,000 square feet of facilities designed from the ground up for cargo. Here, transshipping takes minutes, not hours.

Zurich, in the heart of Europe, served by 27 airlines, took a giant step into the jet cargo age late last year with the opening of its new two-building cargo terminal. Key cargo gateway to Southern Europe, Mid-East and Orient, Zurich now offers you the world's most complete, most advanced cargo facilities.

Here you'll find high-speed conveyor systems to rush documents along... cold storage rooms offering a variety of temperatures... animal hostels... 9,000 square feet of free trade zone facilities... radiation storage rooms... guarded vaults. And here, to save valuable time, all forwarders, agents and airline offices are located under one roof, within easy reach of one another.

CHECK NO. 26 ON HELP-O-GRAM COUPON

From New York, daily Swissair DC-8 flights plus all-cargo services connect with Swissair Caravelles and other aircraft flying to 55 cities on five continents. In addition, a full schedule of connecting flights is offered by 26 other airlines flying from Zurich to every part of the world. Swissair will shortly add Convair "Coronado 990" jets to the Near and Far East. Take advantage of Zurich's unique facilities on your next shipment to Switzerland, Southern or Eastern Europe, the Mid-East, Orient or Africa. Just call your IATA cargo agent or any Swissair office.



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"The TRAFFIC MAN'S Line"

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Trucks, Tractors, Trailers, Terminals, and Freight Moving Equipment . . . all are at your command!

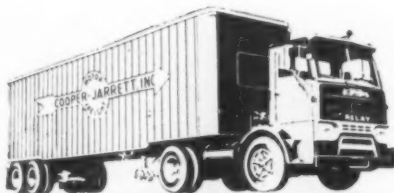
The right equipment, Double Bottom, Single Bottom, Container Units . . . where you want it . . . when you need it . . . to handle the usual or the unusual in freight shipments.

Road equipment kept constantly at the highest peak of productive efficiency to warrant . . . to continue to receive . . . from an ever-growing list of shippers . . . "CONFIDENCE-JUSTIFIED"!

"CONFIDENCE-JUSTIFIED" by the record of achievements . . . of scheduled maintained . . . of deliveries made when promised . . . of obstacles overcome to give you the service you've come to expect from Cooper-Jarrett, Inc.

Multi-million dollar investment in freight handling equipment manned and maintained by men who know their business . . . backed by years of experience.

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YOU'LL FIND YOUR "CONFIDENCE-JUSTIFIED" BY



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PHILADELPHIA, PENNSYLVANIA
PITTSBURGH, PENNSYLVANIA

TOLEDO, OHIO
TRENTON, NEW JERSEY
UNIONTOWN, PENNSYLVANIA
WALLINGFORD, CONNECTICUT
WHEELING, WEST VIRGINIA
ZANESVILLE, OHIO





VIA MOTOR CARRIER

"Joint air-truck service will become increasingly important in the years ahead, both to motor freight and air carriers." So says George Zettler, assistant general sales manager of the Flying Tiger Line.

Declares Mr. Zettler: "As air freight rates become lower and air shipping soars, the geographic area between which freight will move most certainly will expand. Programs, such as truck-air and others, will become the basis for the continued expansion of the air freight industry."

Out to lend new muscle to its highway hauling operations, Interstate Motor Lines is currently in the midst of a \$680,000 fleet expansion program. Added: 20 heavily insulated, 40-foot refrigerated utility trailers; 19 heavy-duty, solid-side, open-top 40-foot trailers; and 15 diesel-powered White Freightliner tractors.

"IML's 1961 modernization program is in keeping with company policy to always strive to give better service by using better and more efficient facilities as they become available," says IML Vice President Carter. "IML has noted a substantial increase in perishables and LTL shipments. Our modernized fleet of 203 pickup and delivery trucks; 309 tractors; and 497 trailers make a total of 1009 units which meet shippers' needs in today's expanding and demanding markets."

To properly care for the substantial gains in the hauling of frozen foods and perishables, 30 new Thermo King temperature-controlled trailers were added in 1960 and delivery of 20 new Thermo King Utility trailers were made last March and April. The close calibration of the thermostats makes the units foolproof and they can be used for cooling or heating, Mr. Carter points out.

As a part of IML's modernization program the company is standardizing on 40-foot, high-cube trailers, which have already largely replaced the former 35-foot units.

To speed handling at shipside of increased import-export traffic IML recently added flexible hi-lo hydraulic-operated semi-trailers which ideally meet the varying loading conditions of West Coast piers. The bed of the units tilts forward or backward or to either side for level loading.

Delivery of the Freightliners was recently completed as was delivery of the solid-side, open-top trailers.

Purchased recently by Ringsby Truck Lines: Arizona Pacific Tank Lines, a western bulk liquid hauling organization.

In announcing the acquisition Gail H. Crawford, executive vice president and general manager of the Denver-based trans-continental motor freight line, revealed that the purchase price of \$350,000 includes all operating equipment; authority; and accounts of the Compton (Calif.) line.

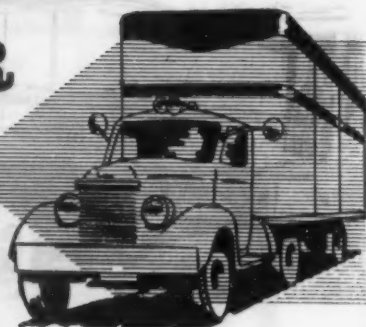
Why the purchase? Mr. Crawford firmly believes in the future of the bulk commodity operation. "With increased emphasis on the transportation of many commodities in bulk form," he points out, "there is virtually no limit to the potential of this new Ringsby subsidiary."

Since its inception as a bulk commodity hauler, back in 1946, APTL has grown steadily. Crude cottonseed oil and molasses comprised the major commodities hauled by the line at the time. Today, APTL leads all of its southwestern competitors in the handling of vegetable oils; liquid sugar; farm chemicals; and petroleum products.

APTL maintains terminals in Phoenix and in Richmond and Compton, California. According to Mr. Crawford, the firm will continue to make its GHQ in Southern California. There are no plans, he emphasizes, for changes in Arizona Pacific's operating policy or management personnel.



VIA MOTOR CARRIER



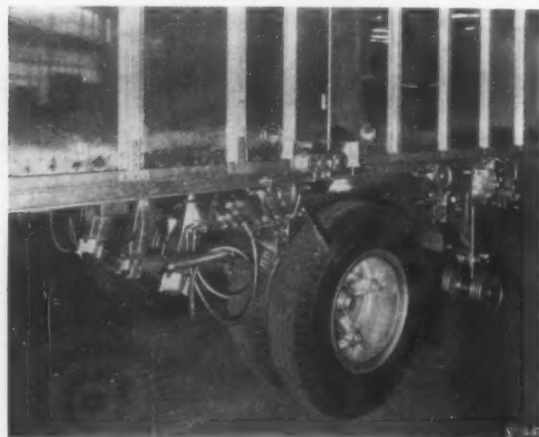
Containerization progress! That was the underlying theme of an eye-opening demonstration recently conducted by the Fruehauf Trailer Company, in conjunction with the American President Line. More than 150 shippers, motor freight executives, maritime officials, and government personnel were on hand to see Fruehauf's spanking-new Twin 20 Vans swing into action as keystones of a newly inaugurated U.S.-Orient land-sea operation launched by APL.

Comprised of two individual 20 foot units—each with separate wheels and axles—the Twin 20s are locked in tandem with four coupling clamps. Bogies are coupled together at the back end of the paired units to make a standard 40-foot trailer.

Commenting on the new Fruehauf development, A. A. Kearney, Vice President of Fruehauf's Pacific Coast Division, emphasizes:

"There are numerous features of the Fruehauf container that combine to make it one of the most versatile, adaptable, and most highly mechanized container systems available.

"The key to the swiftness and ease of our operation is in the coupler itself, which holds the two 20-ft. units securely locked for over-the-road, piggyback, and fishy-back operation. APL's organization of this new service, in preparing new ships to accommodate the vans and opening up large scale container routes to the Orient, is a giant step forward in freight transportation history."



Two new Sea Racer Cargoliners, built by APL at a cost of \$32 million, are designed to carry trailer size containers in their holds and on deck. An additional two ships were recently converted and modified to carry large size van shipments. Recently, two large midwest trucking companies purchased sizeable quantities of the vans for use in this service, which will utilize all forms of carriers, private operators and railroads, in the land movement of the vans.

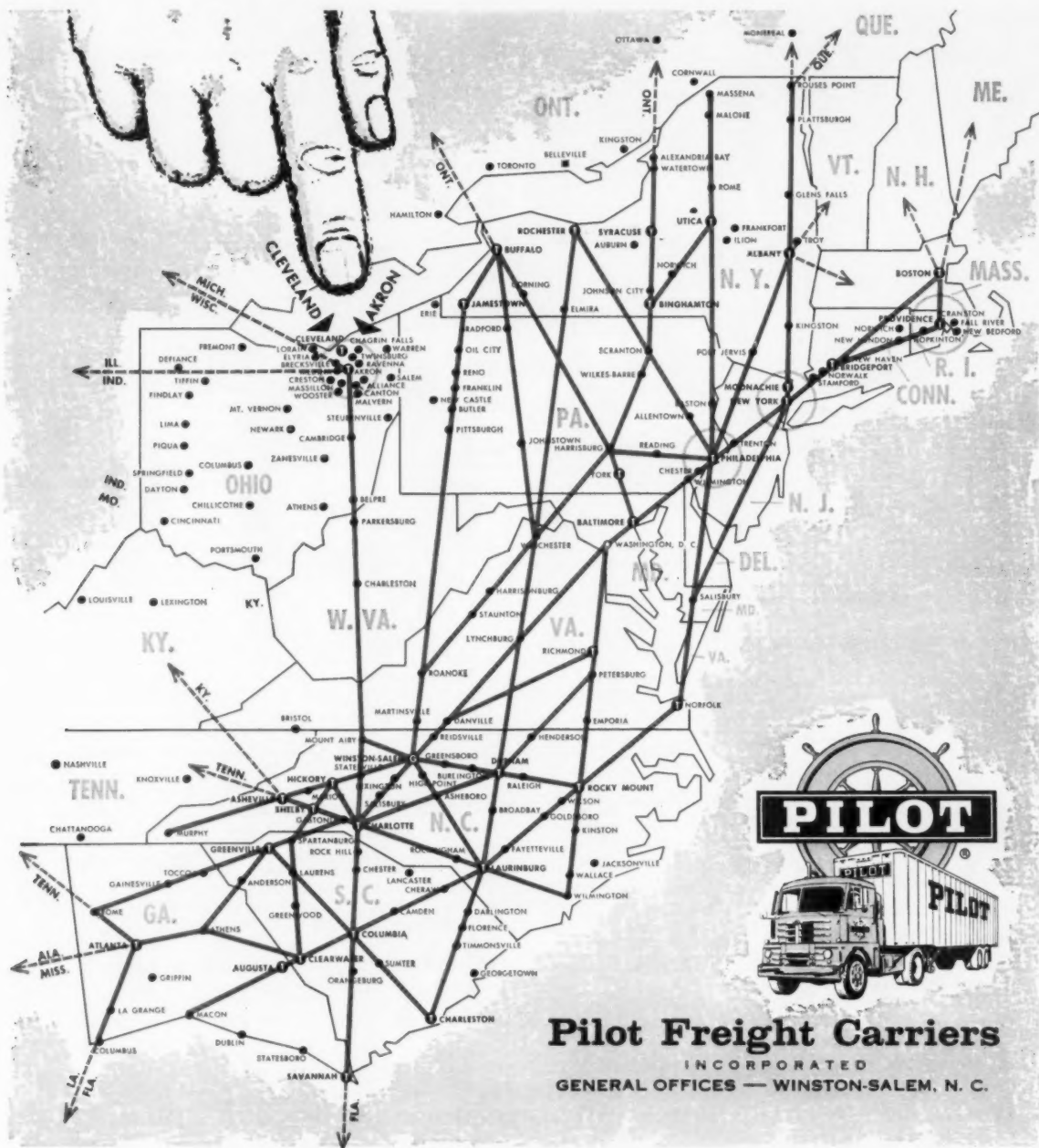
The Fruehauf units are unique in their simplified coupling method, moveable and demountable wheel and axles, and landing gear assemblies. They will be taken on shipboard with a large gantry crane located above the ship's container hatch. The hatch permits a vertical stack of six containers, which have been designed to hold up under stacking, rolling, or tipping which they may encounter on shipboard.

Recession? Business bad? Not according to the Strickland Transportation Company. Its operations are mounting—so much so, as a matter of fact, that the carrier is currently doubling the size of its Dallas terminal dock facilities. Target of its dock improvement program: a facility 400' X 80'.

In addition to its dock building project, the company is installing an automatic tow-line, capable of shifting freight from point-to-point smoothly and speedily. Key tow-line objective: to expedite the handling of small shipments loaded and unloaded from line-haul tractors.

"Strickland is geared to meet the current needs of highway shippers and receivers," says J. E. Tittsworth, assistant to the president of the Texan line. "Today's emphasis—brought about by lowered inventories and changing business patterns—is on speed. What we're doing to our Dallas terminal is just one of the many steps being taken by this company to provide faster service on LTL shipments over the vast territory in which it operates."

This territory: from Texas and Louisiana east through Little Rock-St. Louis-Chicago-Detroit-Milwaukee-Cleveland and on to the East Coast.





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YOUR PACKAGE IS THERE IN HOURS! And it costs you less, when you ship via speedy, dependable bus package express. Interested? Check 7.

WORLD-WIDE AIR ROUTES, top-notch sky freight handling and hauling. You'll get service-plus with this airline. Check 8.

SPEEDY, DEPENDABLE AIR FREIGHT SERVICE has made this airline a favorite with shippers the world over. Check 9.

GLOBE-GIRDLING AIR FREIGHT SERVICE is the specialty of this line—a pioneer in sky freight transportation. Check 10 for more details.

HELP-O-GRAM

MAY, 1961

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Name _____ Title _____

Company _____

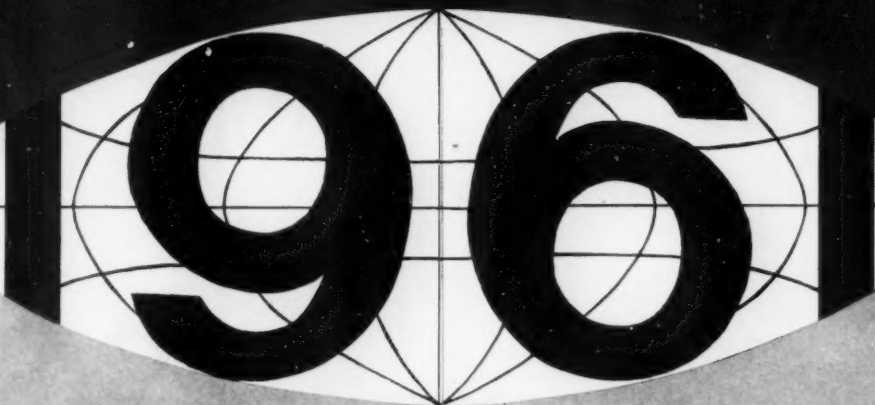
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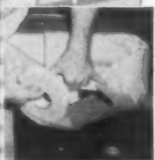
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AIR FREIGHT GETS TOP PRIORITY TREATMENT when it travels via this up-to-the-minute, service minded airline. Check 18.

NO FINER AIR FREIGHT SERVICE linking the U.S. and Latin America available than this carrier's. Check 19.

FAR EASTERN MARKETS are only hours away when you use this time-defying, air cargo hauler. Check 20.

GLOBAL AIR FREIGHT FORWARDING, geared to meet every shipping need. Interested? Check 21.

SERVICE, SPEED AND SAFER SHIPPING are what you get with this motor carrier. Check 22.

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Shipping Management

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May, 1961

DIRECT, DEPENDABLE, FAST. Motor freight service thru Tenn., Ky., Mo., Ga., Ala., and Ohio. Check 29.

NO AIR SHIPMENT'S TOO LARGE OR SMALL for this top-notch air freight forwarder—one of the nation's most experienced. Just check 30.

YOU CAN SHIP WITH CONFIDENCE when you use this truck line. Check 31 for details.

SAVE TIME, SAVE MONEY on one of the nation's outstanding highways. For further information, check 32.

SERVING THE CALIFORNIA DESERT AREA, this truck line will speed your merchandise to its destination in a hurry. Check 33.

THE MOST MODERN AIR FREIGHT FLEET IN THE WORLD and the kind of service you need and want are what this all-cargo carrier offers shippers. Check 34.

UP-TO-THE-MINUTE facilities, equipment, and procedures make this truck line one of the best in the business. 35.

SKY SHIPPING par excellence is this international carrier's specialty. Check 36.

AUTOMATIC STENCILING HACKS SHIPPING COSTS. Find out how you can lift your efficiency. Check 37 for additional data.

SERVING the 49th STATE is this top-notch airline. Service, speed, dependability. Check 38.

TERMINALS AND OFFICES in principal cities, long experience help this trucking company give speedy service and safe delivery. Want more information? Check 39.

MODERN COMMUNICATIONS speed your motor freight, keep tabs on your shipment every second it's in transit. Data? Check 40.

LET ONE PICKUP OR DELIVERY do the job. Connecting line on LTL & TL shipments, to all states. You can't miss with this highway carrier. Check 41.

MOTOR FREIGHT service at its very best. That's the promise of this over-the-highway carrier. For more information, check 42.

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TIP-TOP HIGHWAY shipping is yours with this motor carrier. Check 44 for more information.

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EFFECTIVE PACKAGING REQUIRES FOOL-PROOF MATERIALS. This firm has them. Check 51.

SHIP EXTENSIVELY TO MEXICO? Airlift your consignments via this superb airline, noted for its service. Check 52.


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ARKANSAS•BEST FREIGHT SYSTEM, INC.

GENERAL OFFICES FT. SMITH, ARKANSAS

MANAGEMENT CONTROL OF HEALZER CARTAGE COMPANY

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International Carriers

(Continued from page 28)

ways; Indian Airlines; Iranian; KLM; Pan American; Qantas; SAS; Swissair. **KHARTOUM, SUDAN** — Aden; Air France; Alitalia; British Overseas Airways; Central African; Ethiopian; Hunting-Clan; KLM; Sabena; SAS; South African Sudan.

KINGSTON, JAMAICA, BRITISH WEST INDIES—Aerovias Panama; Avianca; Avensa; British Overseas Airways; British West Indian; KLM; Pan American; Ransa; Trans-Canada. **KUALA LUMPUR, MALAYA**—British Overseas Airways; KLM; Qantas; SAS. **LAGOS, NIGERIA**—Air France; British Overseas Airways; Iberian; UAT. **LA PAZ, BOLIVIA**—Braniff; Panagra; Aerolineas Argentinas.

LEOPOLDVILLE, CONGO REPUBLIC —(Due to unsettled conditions, shippers are advised to keep abreast of late developments before shipping airborne cargo.) Pan American; South African. **LIMA, PERU**—Air France; Avianca; Braniff; Canadian Pacific; Cinto; KLM; LAN; Linea Aeropostal Venezolana; Panagra; Tan. **LISBON, PORTUGAL**—Aerolineas Argentinas; Air France; Alitalia; Avianca; British European; Canadian Pacific; Iberian; KLM; LAV; Lufthansa; Pan American; Panair do Brasil; Sabena; SAS; Swissair; TWA.

LONDON, ENGLAND — Aerolineas Argentinas; Aircey; Air France; Air India; Airwork; Alitalia; British European; British Overseas; Central African; Eagle; El Al; Finnair; Hunting-Clan; Iberia; Iraqi; KLM; Lufthansa; Olympic; Pan American; Panair do Brasil; Qantas; Sabena; Seaboard & Western; SAS; Swissair; Trans-Canada; TWA. **MADRID, SPAIN**—Air France; Aerolineas Argentinas; Alitalia; Avianca; British European; Canadian Pacific; Iberia; KLM; LAV; Lufthansa; Panair do Brasil; Sabena; SAS; TWA. **MANAGUA, NICARAGUA** —KLM; Lanica; Pan American; TACA.

MANCHESTER, ENGLAND — British European; British Overseas; Eagle; Irish; KLM; Lufthansa; Sabena; Swissair. **MANILA, PHILIPPINES** — Air France; Cathay Pacific; Hong Kong; KLM; Northwest; Pan American; Philippine; Qantas; Swissair; SAS. **MARACAIBO, VENEZUELA**—Avensa; KLM; LAV; Pan American; Ransa. **MARSEILLES, FRANCE**—Air Algerie; Air France; UAT. **MELBOURNE, AUSTRALIA** —Butler; British Overseas; Qantas; Trans Australia.

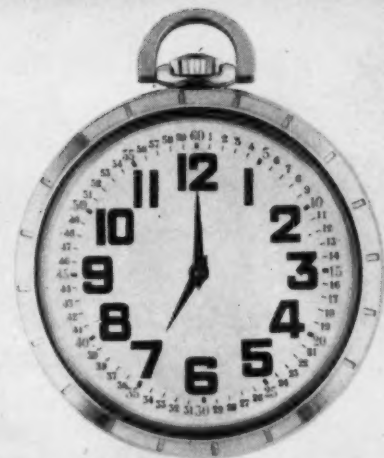
MEXICO CITY, MEXICO — Aeronaves; Air France; American Airlines; Compania Mexicana; Canadian Pacific; Eastern; Guest; KLM; Pan American; TACA. **MILAN, ITALY** — Air France; Alitalia; British European; KLM; Lufthansa; Middle East; Sabena; SAS; Swissair; TWA. **MONTEGO BAY, JAMAICA, BRITISH WEST INDIES**—Avensa; Avianca; British Overseas; British West Indian; Delta; Pan American; Trans-Canada. **MONTEVIDEO, URUGUAY**—Aerovias Brasil; Aerolineas Argentinas; Air France; Alitalia; Iberian; KLM; LAN; Lufthansa; Pan American; Panair do Brasil; Primeras Lineas Uruguayas; SAS; Swissair; Varig.

May, 1961

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Wednesday
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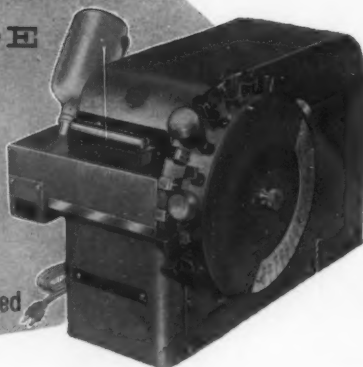
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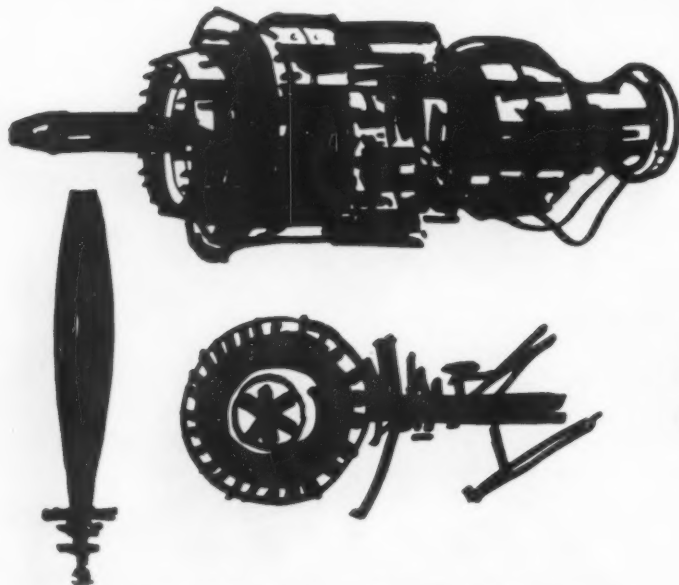
MUNICH, GERMANY—Air France; Alitalia; British European; El Al; KLM; Lufthansa; Pan American; Sabena; SAS; Seaboard & Western; Swissair. **NAIROBI, KENYA**—Aden; Air France; Air India; Alitalia; British Overseas Airways; Ethiopian; Hunting-Clan; Sabena; SAS; South African. **NASSAU, BAHAMAS**—British Overseas Airways; Mackey; Pan American; Trans-Canada. **NICE, FRANCE**—Air France; Alitalia; British European; KLM; Lufthansa; Pan American; Sabena; SAS; Swissair; UAT. **OSAKA, JAPAN**—Japan; Thai Airways. **OSLO, NORWAY**—British European; Iceland; Icelandic; KLM; Pan American; SAS.

PANAMA CITY, PANAMA—Aerovias Panama; Avianca; Braniff; Cinto; Guest; KLM; Lasca; LAV; Panagra; Pan American; TACA. **PARIS, FRANCE**—Air France; Air India; Alitalia; Air Algerie; Aerolineas Argentinas; Avianca; British European; El Al; Finnair; Iberia; Irish; KLM; Polish State; Panair do Brasil; Pan American; Sabena; SAS; Seaboard & Western; Swissair; Trans-Canada; TWA; UAT.

PORT AU PRINCE, HAITI—Delta; Pan American. **PORT OF SPAIN, BRITISH WEST INDIES**—Aerolineas Argentinas; Air France; British Overseas; British West Indian; KLM; LAV; Pan American; Trans-Canada.

RANGOON, BURMA—Air France; British Overseas Airways; Indian Airlines; KLM; Pan American; Qantas; SAS; Thai Airways; Burma Union. **RECIFE, BRAZIL**—Alitalia; KLM; National; Panair do Brasil; SAS; Swissair; Varig.

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Shipping Management

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RIO DE JANEIRO, BRAZIL — Aerovias Brasil; Aerolineas Argentinas; Air France; Alitalia; Braniff; Iberian; KLM; Lufthansa; Panair do Brasil; Pan American; SAS; Swissair; Varig. **ROME, ITALY**—Austrian; Aircey; Air France; Air India; Airwork; Alitalia; Aerolineas Argentinas; British European; British Overseas Airways; Central African; El Al; Hunting-Clan; Iberian; Irish; KLM; Linea Aeropostal Venezolana; Middle East; Olympic; Panair do Brasil; Pan American; Qantas; Sabena; SAS; South Africa; Swissair; TWA; Lufthansa.

ROTTERDAM, NETHERLANDS — KLM; Sabena. **SAIGON, VIET NAM**—Air France; Air Laos; KLM; Pan American; Thai Airways. **SAN JOSE, COSTA RICA**—ASA; KLM; Lasca; Pan American; TACA. **SAN JUAN, PUERTO RICO**—Air France; Avianca; British West Indian; Caribair; Compania Dominica; Delta; Eastern; Iberian; Pan American; Riddle; Trans-Caribbean. **SAN SALVADOR, EL SALVADOR** — ASA; KLM; Lasca; Pan American; TACA; Tan.

SANTIAGO, CHILE—Aerolineas Argentinas; Cinda; Canadian Pacific; KLM; Lan; Panagra; Panair do Brasil; SAS; Trans-Chile. **TOKYO, JAPAN** — Air France; Air India; British Overseas Airways; Canadian Pacific; Japan; KLM; Northwest; Pan American; Qantas; SAS; Swissair; Nippon Air Lines. **TRIPOLI, LIBYA**—Alitalia; British European; KLM; British Overseas Airways; Sabena; UAT.

TUNIS, TUNISIA—Air France; Alitalia; KLM; TWA; Tunis Air. **VIENNA, AUSTRIA** — Aeroflot; Air France; Alitalia; British European; El Al; Iraqi; KLM; Lufthansa; Middle East; Pan American; Polish State; Sabena; SAS; Swissair; TCA. **WARSAW, POLAND**—British European; Polish State; SAS; Sabena; Aeroflot; KLM. **ZURICH, SWITZERLAND** —Air India; Air France; Alitalia; British European; British Overseas Airways; El Al; Irish; KLM; Lufthansa; Middle East; Panair do Brasil; Sabena; SAS; Seaboard & Western; Swissair; TWA; TCA.

Conversion headaches? Here's a time-saving kilo-pound table

Ship extensively to overseas points? Faced with the problem of converting pounds to kilograms, kilograms to pounds?

Here's a handy conversion table, designed to indicate the relationship of kilos to pounds at a glance.

POUNDS	KILOS	POUNDS	KILOS
1.10	$\frac{1}{2}$	44.09	20
2.20	1	66.14	30
11.02	5	88.18	40
22.05	10	110.23	50

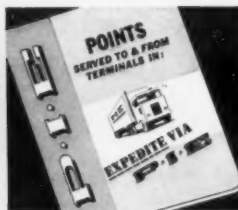
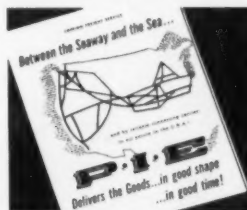
OUNCES	KILOS	OUNCES	KILOS
1	.028	10	.283
5	.142	15	.425

KILOS	POUNDS	KILOS	POUNDS
.454	1	11.340	25
2.268	5	22.680	50
4.536	10	45.360	100

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Import-Export Service

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Nationwide Point List

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U.S. Highway Route Map

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INTIMATE

notes

OF EMINENT PEOPLE

By CURTIS C. STEWART

Those CUSTOMER RELATIONS sessions of the AMERICAN TRUCKING INDUSTRY, held recently in the Shoreham Hotel, Washington, D. C., were most inspiring . . . NAHRGANG (WILLIAM L.) picks up prexyship JOHNSON MOTOR LINES, INC., hdq. Charlotte; while SHEEHAN (MAURICE E.) is elevated to Board Chairman and Chief Executive Officer of this prominent north-southeast coast carrier . . . WALTERS (HOWARD) elevated to vice presidency, ADLEY EXPRESS CO., hdq. New Haven . . . ALLAIS (R. C. "DICK"), former RYDER SYSTEM exec., looking over another field of endeavor in the Great State of Texas . . . VAROZZA (WAYNE), fast-moving VALLEY-COPPERSTATE exec., slips half-a-hundred FRUEHAUFS into their fleet . . . SIMPSON (SAM), TRANSPORT INDEMNITY Board Chairman, picks up prexyship WESTERN HIGHWAY INSTITUTE . . . BARNES (BETTY), California's fast-moving business woman (President, BLACK MAGIC, INC.), hdq. Los Angeles, moves into midwestern

area with Chicago offices, May 1 . . . MURPHY (STEVE), Director of Public Relations, DENVER CHICAGO TRUCKING CO., looks in on European situation . . . DWYER (CHUCK), assumes duties, General Traffic Manager, CHASE BAG COMPANY, hdq. Chicago . . . FAULS (ROBERT) appointed District Manager, TERMINAL TRANSPORT, hdq. Miami . . . STOCKTON (ROBERT COBB), STEWART-WARNER traffic exec., looks in on his Floridian investments . . . KOHLER (GEORGE T.) appointed off-lines sales exec., RED BALL MOTOR FREIGHT, INC., hdq. San Francisco . . . COOLS (ART) appointed District Traffic Manager, AMERICAN CAN COMPANY, hdq. Chicago . . . MARSCHAS (ROLF) joins LUFT-HANSA GERMAN AIRLINES as European Cargo Sales Manager, hdq. Frankfurt, Germany . . . CRISP (H. R.) appointed Senior Staff Officer, BRITISH OVERSEAS AIRWAY CORP., hdq. Los Angeles International Airport . . . SWEENEY (JOSEPH A.) named District Traffic Manager, JOSEPH E.

SEAGRAM, INC., hdq. Baltimore . . . DEDRICK (FRANCIS D.) joins sales staff, WILSON FREIGHT FORWARDING CO., hdq. Boston . . . BLACK (DAVID S.) appointed General Counsel, BUREAU OF PUBLIC ROADS, U. S. DEPARTMENT OF COMMERCE, hdq. Washington, D. C. . . MATTHEWS (HARRY O.) named Vice President—Transportation and Distribution, ARMOUR AND COMPANY, hdq. Chicago . . . STOUT (ALBERT W.), Director of Traffic, EASTERN EXPRESS, INC., picks up prexyship NATIONAL ASSOCIATION SHIPPER-MOTOR CARRIER CONFERENCE . . . MORRIS (HOWARD O.) named Director of Sales Research, MC LEAN TRUCKING CO., hdq. Winston-Salem . . . LOUDERS (C. B.) named Director-Marketing Services, SUBURBAN MOTOR FREIGHT, INC., hdq. Columbus . . . BRUMBOUGH (LOWELL E.) appointed Traffic Manager, MC CALL CORP., hdq. Dayton . . . BERRY (LAWRENCE M.) named National Sales Exec., ARKANSAS-BEST FREIGHT SYSTEM, hdq. Fort Smith . . . DAVIE (JAMES M.) named District Sales Manager, BRANIFF INTERNATIONAL AIRWAYS, hdq. Mexico City . . . BLEIBTREY (GEORGE J.) named Director-Traffic and Transportation, MOTOR WHEEL CORP., hdq. Lansing . . . COLLIGAN (JOHN D.) joins sales staff, CONSOLIDATED FREIGHTWAYS, INC., hdq. New York City . . . WILLEY (RONALD L.) named Traffic Manager, PEPPERIDGE FARM, INC., hdq. Downingtown, Pa. . . JONES (O. R. "DEACON") named Southwest Region Manager, A.T.A. MOTOR CARRIER DIRECTORY, hdq. Atlanta . . . BAILES (W. LYNN) picks up prexyship, TRAFFIC CLUB OF CHICAGO . . . UPTON (ROBERT M.) named Director-Public Relations, HENNIS FREIGHT LINES, hdq. Winston-Salem . . . KIRBY (EDWARD O.) joins sales staff, SPECTOR FREIGHT SYSTEM, hdq. Philadelphia . . . KINCAID (J. R.) joins sales staff, CHICAGO EXPRESS, INC., hdq. Cleveland . . . Shippers, Traffic Managers, et al., take note: CENTRAL MOTOR LINES provides you with a notarized performance fact . . . the peripatetic of the month among the nation's motor carrier executives — — Lee Sollenbarger, Executive V.P., TRANSCON, INC. . . WESTERN-GILLETTE, that Los Angeles-based common carrier, will provide you with forty years of responsible service, serving the west, southwest and midwest with 48 terminals . . . and now, the 1961 edition of the SHIPPERS DIRECTORY will be available about June 1.

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Las Vegas	Midway 5-4736
San Francisco	Wendell 1-4011
Oakland	San Diego 5-5174
Los Angeles	Alhambra 9-5510

CHECK NO. 48 ON HELP-G-GRAM COUPON

U. S. LOCAL SERVICE AIR FREIGHT CARRIERS:

Who they are, where they operate

For your convenience, here's a quick rundown on America's 13 local service sky haulers:

Mohawk Airlines. GHQ: Oneida County Airport, Utica, New York. Mohawk services the highly industrial, densely populated Northeast. Its equipment consists of Convair Metropolitan 440s; Convair Cosmopolitan 240s; and DC-3s. Linking 36 cities, Mohawk has key terminals in New York, Boston, and Detroit.

Allegheny Airlines. GHQ: National Airport, Washington, D. C. Allegheny services a greater shipping public than any of the nation's other local service lines. Operating in the Middle Atlantic area, the Ohio Valley, and New England, the carrier flies to such centers as Boston; New York; Philadelphia; Baltimore; Washington; Pittsburgh; Buffalo; Providence; and Hartford. Allegheny utilizes Convair 540s and a variety of other aircraft.

North Central Airlines. GHQ: 6201 34th Avenue South, Minneapolis, Minn. North Central operates a large fleet of Convair 340s and DC-3s; provides top-notch service to 70 cities in Minnesota; Wisconsin; Michigan; Illinois; Iowa; Indiana; Nebraska; North Dakota. Cities serviced include: Chicago; Detroit; Minneapolis; and Milwaukee.

Frontier Airlines. GHQ: Stapleton Airfield, Denver, Colo. Operating over the most extensive local service route in the nation, Frontier airlinks 68 cities in 11 states of the West and Midwest. Equipment: Convair 340s and DC-3s.

Bonanza Air Lines. GHQ: Post Office Box 391, Las Vegas, Nev. Service area: California; Nevada; Arizona; and Utah.

Pacific Air Lines. GHQ: International Airport, San Francisco, Calif. Pacific airlifts cargo and passengers from Portland (Ore.) as far south as Los Angeles-Burbank and Las Vegas. Its air fleet consists of jet prop F-27s; Martinliners; and DC-3s.

West Coast Airlines. GHQ: Boeing Field, Seattle, Wash. West Coast is the nation's oldest local service carrier. It is currently serving 62 key cities, along 3,832 route miles. States linked: Washington; Oregon; Idaho; California; Montana; and Utah.

Piedmont Airlines. GHQ: Smith Reynolds Airport, Winston-Salem, N. C. Piedmont flies some 3,500 miles of routes, tying together 53 cities in Kentucky; North Carolina;

South Carolina; Ohio; Tennessee; West Virginia; Virginia; and the District of Columbia. Equipment: Fairchild F-27 jet props and DC-3s.

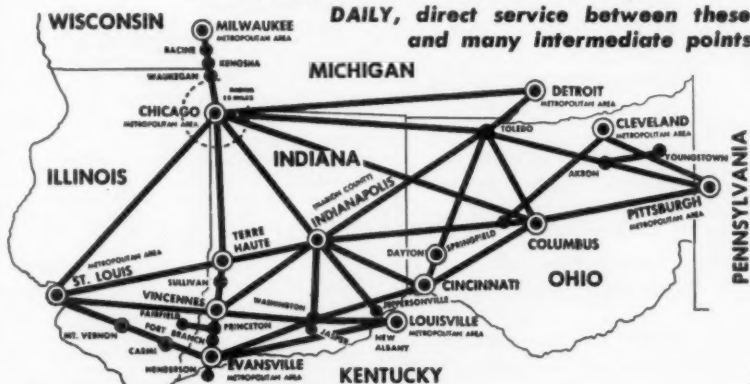
Lake Central Airlines. GHQ: Weir Cook Airport, Indianapolis, Ind. Cities served: 33, in Indiana; Ohio; Michigan; and New York.

Ozark Air Lines. GHQ: Lambert Field, St. Louis, Mo. Ozark serves 56 communities in 10 midwestern states. Terminal cities include: Minneapolis; Milwaukee; Chicago; Indianapolis; Louisville; Nashville; Omaha; Wichita; and Des Moines.

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HIckory 4-2128

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MUlberry 1-3312

ST. LOUIS, MISSOURI
GEneva 6-0171

EVANSVILLE, INDIANA
HArrison 3-1141

INDIANAPOLIS, INDIANA
MElrose 4-6363

DETROIT, MICHIGAN
TAshmoo 5-2530

MILWAUKEE, WISCONSIN
ATlantic 1-8800

WARREN, OHIO
EXpress 9-7511

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TRUCKING, INC.

EXECUTIVE OFFICES, EVANSVILLE, INDIANA

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New York to Mexico
Than All It's
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AIRPORT**

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58

NEW!
**PRODUCTS &
METHODS**

gummed tape adhesive

Announced by the Hudson Pulp & Paper Corporation: a new adhesive, *Renacel-100*, for its *Blue Ribbon* super-standard tape, which is claimed to provide faster, safer, gummed tape closures. The new adhesive is said to exceed accepted speed and tack strength standards for gummed sealing tapes.

Blue Ribbon, with *Renacel-100*, is particularly recommended for large volume operations where speed is essential and for products which require the protection of complete closure of carton seams. In addition to offering greater sealing speed, the adhesive is completely odorless and will not become stiff or lose tack strength in cold weather.

extends tape life

The *Blue Ribbon* formula also extends tape "life" since aging actually increases bonding strength of this adhesive. The tape is made extremely flexible for easier handling by an exclusive process called "supple-izing" and is equipped with a snap open tab for easy opening.

Blue Ribbon, with *Renacel-100*, is available in a wide range of colors, sizes, and basis weights.

Hudson Pulp & Paper Corporation, 477 Madison Avenue, New York 22, New York.

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NEW YORK CITY

Shipping Management



Air freight "brainstorms" expedite cargo handling, processing & hauling

"Brainstorms" and ingenious approaches to stubborn problems are lending a new efficiency to sky shipping. Proof? Here it is:

A newly designed circular desk with an automatic *Lazy Susan* at its center enables United Air Lines air freight agents at Chicago's Midway Airport to answer customers' queries far faster than previously possible.

Known as a *Mainliner Freight Desk*, the unique piece of equipment was manufactured for United by the Acme Visible Records Company of Crozet, Virginia. It has a circumference of 40 feet. Work positions for 10 air freight agents radiate from its *Lazy Susan*-center—like spokes from the hub of a wheel.

efficient Lazy Susan

The *Lazy Susan*, 13 feet in diameter, holds rate cards, tariffs, and other basic information required for reference in answering customers' questions. Such material formerly had to be fished out of filing cabinets—a time-consuming procedure. Now agents merely push a button to rotate the *Lazy Susan*, bringing the data within reach.

Each work location has a multi-purpose telephone system which includes private line connections with United's freight terminal at O'Hare Field (Chicago) and the company's Operating Base in Denver. Microphones are provided for direct communications with the freight-handling area at Midway.

A facsimile transmitting machine links United's air freight departments at Midway and O'Hare Field. *Telautograph* also is used to flash messages between the Midway freight office, the cartage agent, and United's Midway flight dispatch office.

Installation of similar *Mainliner Freight Desks* and related communications equipment is planned at other major air freight terminals on United's 14,000-mile system.

Elsewhere, a new type of container,

which unobtrusively makes use of otherwise unoccupied space aboard *Jet Clippers* to transport mail and small packages of cargo, has been placed in operation on the New York-London flights of Pan American Airways.

When all passenger seats on the jet airliners are not occupied, the new collapsible cabin cargo containers are installed, with each one filling the space of a single seat. The installation is completed quickly, just prior to departure. At present four of the containers are

occasionally placed in service per flight, although 12 of them, increasing a jet's cargo capacity by almost three tons, could be used simultaneously.

When not in use, the container resembles a folded under-sized ping-pong table and occupies little space. It weighs 122 pounds and its 48-cubic-foot capacity can hold 490 pounds of cargo. Tested extensively late last year on flights between Honolulu and Manila, it is in service now on both PAA's Pacific and Atlantic routes.

A handy guide to key airway bill and reservations abbreviations

Air Cargo Carrier	Air W/B Abbrev.	Res. Code	Linea Aeropostal Venezolana	LAV	LV
American	AA	AA	Lake Central	LC	LC
Aeronaes de Mexico	AERONAVES	AM	Lufthansa	LH	LH
Irish Air Lines	AET	IN	Mohawk	MO	MO
Air France	AF	AF	National	NA	NA
Air India	AI	AI	Northeast	NE	NE
Allegheny	AL	AL	North Central	NO	NO
Aerolineas Argentinas	ARG	AR	Northwest	NW	NW
Alitalia	AZ	AZ	Olympic	OA	OA
British European	BEA	BE	Ozark	OZ	OZ
Bonanza	BL	BI	Pan American World	PAA	PA
Braniff	BN	BN	Pan American-Grace	PANAGRA	PG
British Overseas Airways Corp.	BOAC	BA	Piedmont	PI	PI
Capital	CA	CA	Pacific	PC	PC
Cinta Chilean	CINTA	CI	Pacific Northern	PN	PN
Compania Mexicana	CMA	MX	Qantas Empire	QEA	EM
Central	CN	CN	Ransa	RANSA	RN
Continental	CO	CO	REAL	REAL	—
Canadian Pacific	CPA	CP	Riddle	RD	RD
Delta	DL	DL	Sabena Belgian	SAB	SN
Eastern	EA	EA	Scandinavian	SAS	SK
Eagle	EAGLE	EG	Seaboard & Western	SBW	SB
El Al Israel	EL AL	LY	Slick	SI	SI
Frontier	FL	FL	Southern Airways	SO	SO
Iceland	FLUG	FI	Swissair	SR	SR
Flying Tiger	FT	FT	Aerovias Sud Americana	SUD	—
Guest	GAM	AG	Taca International	TACA	TA
Iberia	IB	IB	Trans-Canada	TCA	TC
Icelandic	IAL	LL	Trans Caribbean	TRC	TR
Japan Air Lines	JAL	JL	Trans-Texas	TT	TT
KLM Royal Dutch	KLM	KL	Trans World Airlines	TW	TW
LANICA	LANICA	NI	United	UA	UA
			Western	WA	WA



MOTOR CARRIER DICTA



BY DAVID AXELROD

dual operations

An individual applied to the Interstate Commerce Commission for a license authorizing operation by him as a broker to arrange transportation by motor

vehicle of certain commodities from points in one state to various points and places throughout the United States.

Protesting carriers contended that the granting of such a license to the appli-

cant would be inconsistent with his status as a for-hire motor carrier of the same commodities to a portion of the involved area.

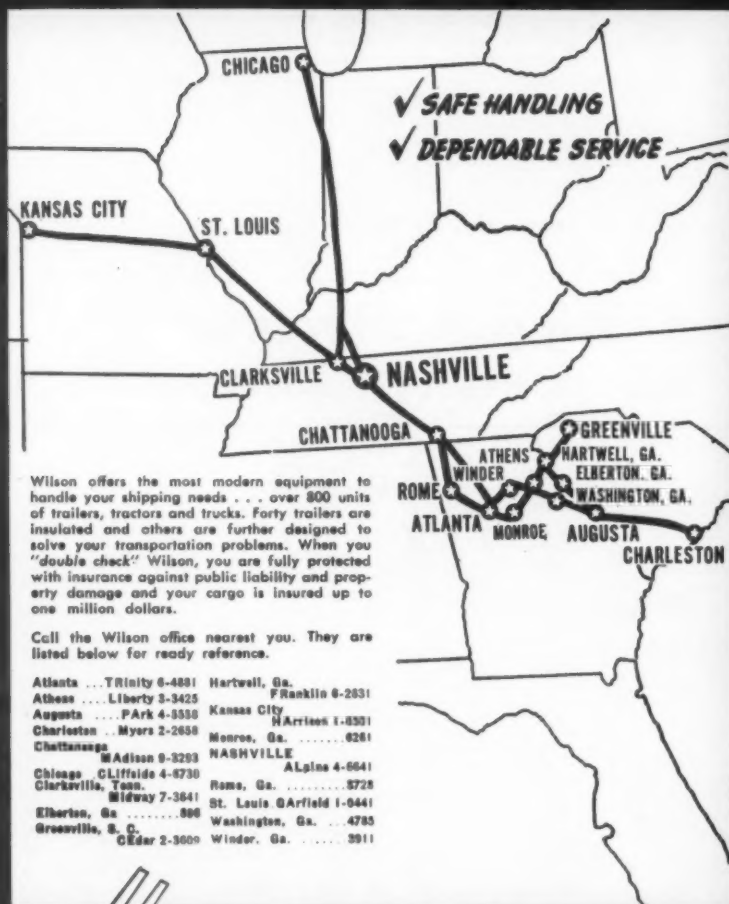
Under the proposal involved, the applicant would hold himself out to carriers or shippers willing to avail themselves of his services. He indicated, however, that separate records would be kept for the brokerage and transportation operations.

The Commission in its opinion pointed out that an applicant for a brokerage license must establish, among other things, that he will exercise an independent and unrestrained judgment in selecting motor carriers and thereby provide the public with the best and most economical transportation service available.

Since applicant was authorized to conduct motor carrier operations into at least a portion of the area involved, he would have the opportunity of practicing rate discrimination among his patrons. Although such dual operations are not always condemned, it held that the applicant in the case at hand had failed to show that effective competition between existing carriers would or could prevail on business that he would obtain for transportation between points which he is authorized to serve as a common carrier.

In concluding, the Commission found further that the applicant had failed to establish a need for the brokerage service to those points which he is not authorized to serve.

As a double check...ship **WILSON**



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60

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VICTORVILLE - BARSTOW TRUCK LINE

General Office:
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Shipping Management

AS WE GO TO PRESS . . .

Target: expanded service, expedited processing and handling of over-the-highway freight, and upped hauling capacity. The Spector Freight System's approach: a new multi-million dollar improvement program.

According to Spector President W. Stanhaus, the Chicago-based motor freight line has blueprinted:

- Extensive building programs in nine key cities.
- Purchases of more than \$1-1/2 million's worth of new heavy duty tractors, trailers, and related equipment—tailor-made to smooth and effective double-bottom operations.
- Installation and utilization of a new teletype system and teletype manifesting setup linking all Spector terminals.

"Our program provides for current and anticipated needs," says Mr. Stanhaus. "It also provides a 'safety factor' for expansion." During the next two years, Spector will spend heavily to accommodate a whole host of new customers.

Major construction projects launched or slated to be launched by the carrier, include:

- Creation of a \$145,000 relay station in Ripley, New York. Object: to expedite the "making" and "breaking" of double-bottoms leaving and entering the New York Thruway. This relay station is already moving into high gear. Drivers are changed in Pony Express fashion; westbound "doubles" are split; and individual units, each with its own tractor, are sent on to the Ohio Turnpike. Here, units are recombined for the remainder of the journey to Chicago.
- Development of a \$250,000 relay station in Somerset, Pennsylvania. Designed to accommodate equipment and drivers headed east or west on the Pennsylvania Turnpike, the station provides facilities for inspection, emergency maintenance, and refueling.

Other Spector projects:

Chicago—A \$250,000 expansion of the present terminal has been completed on recently acquired land. A 1,100 cart dragline system has been installed and 18,000 square feet of dock area have been added. Doors have been increased from 102 to 138.

Rockford, Illinois—\$35,000 expansion program has tripled the terminal's size and freight handling capacity. The dock was enlarged to 6,640 square feet, doors increased to total of 29. Steffke's Rockford terminal has been consolidated into Spector's.

Albany, New York—A \$40,000 expansion of



SPEED-UP YOUR LABEL PASTING
more than **50%**

POTDEVIN Semi-Automatic Feed Label Paster

Instant adjustment for labels up to 7 1/2" wide. Operator's hands always free. Speeds-up production with minimum effort. Write for literature.



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Designers and manufacturers of equipment for Bag Making, Printing, Coating, Laminating, Gluing and Labeling

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STOP-LOOK-STAPLE! with **HANSEN** Automatic **TACKERS**

36 MODELS — 80 STAPLE SIZES

Steady, swift and streamlined...that's the kind of performance you get from Hansen Tackers. Good design, top quality construction make them a match for every type of fastening requirement.

WRITE for free literature
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5027 Ravenswood Avenue • Chicago 40, Illinois

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the terminal in Colonie (N. Y.) near Albany, has been completed. New office facilities for sales personnel, 3,500 square feet of dock area, and 14 doors have been added.

Indianapolis, Indiana—A \$45,000 expansion has been completed, nearly doubling capacity. Included are 4,000 square feet of dock area, 20 more doors, and 1,000 square feet of office.

Buffalo, New York—A \$45,000 expansion of the existing terminal has added 2,500 square feet of dock and 14 doors.

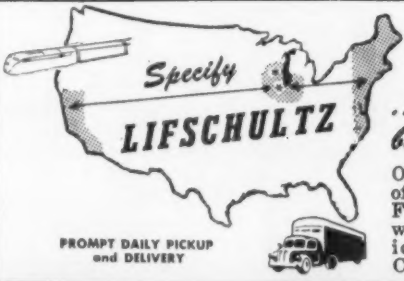
Newark, New Jersey—A three-year-old terminal on a six-acre site in Secaucus, (N. J.) has been leased with option to buy, replacing the old facility at the **New York Port Authority** terminal in Newark. The new terminal has 17,000 square feet of dock space; a 5,000 square foot garage; 7,500 feet of office; 49 doors; and facilities for handling perishables.

St. Paul, Minnesota—Leasing of a new terminal doubles freight handling capacity over the old. The new terminal contains 12,000 square feet of dock and office, 25,000 square feet of paved yard, and 32 doors.

A salute to the **International Harvester Company!** For the eighth consecutive year, IH has contributed a \$50,000 grant to the **American Trucking Associations Foundation**. Purpose: to support the trucking industry's educational, research, and public information program.

"International Harvester is happy to again give its whole-hearted support to the ATA foundation and its work," says **IH President Frank W. Jenks**. "As a charter member of the Foundation, IH has tried, over the years, to help bring more knowledge and more understanding of the vital motor transportation industry to the American public."

QUOTES OF THE MONTH—William M. Bresnahan, assistant managing director, ATA: "It is almost certain that the new Congress will do something in the area of competitive rate making procedures." **Lewis C. Kibbee, ATA director of engineering:** "Diesel engines are here to stay!"



LIFSCHULTZ

PROMPT DAILY PICKUP
and DELIVERY

...and
be sure!

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of Dependable
Freight Forwarding
Service at Low
Cost!

LIFSCHULTZ FAST FREIGHT
FASTEST TO BOTH COASTS!

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Shipping Management

IT'S A
FACT

VCS

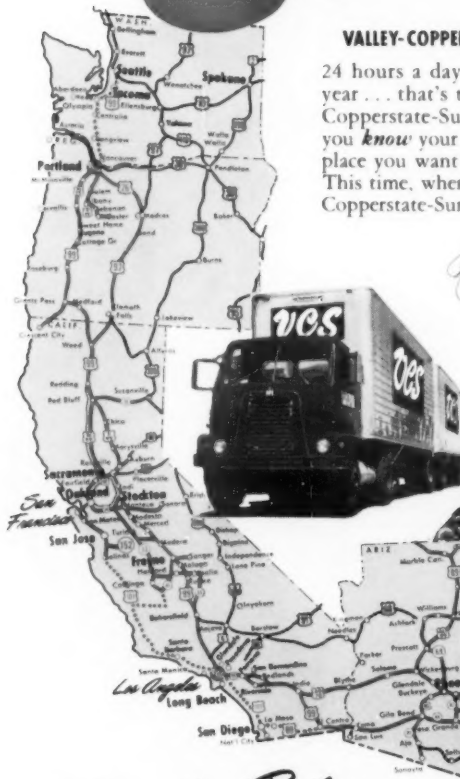
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VALLEY MOTOR LINES • CONSOLIDATED COPPERSTATE LINES
SUNSET MOTOR LINES • PIERCE FREIGHT LINES
Portland, O. Reg.

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24 hours a day, 7 days a week, 52 weeks a year... that's the schedule... when Valley-Copperstate-Sunset takes on *your* job, then you *know* your goods will go through to the place you want them, when you want them! This time, when you want *service*, call Valley-Copperstate-Sunset!



*Valley
Copperstate
Sunset*

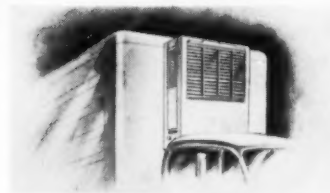
**TRANSPORTATION
SYSTEM**



DOOR-TO-DOOR PICK UP



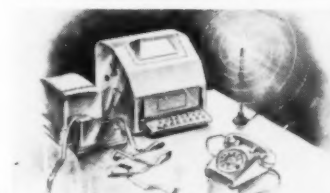
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and Chicago -
Now **SERVING OHIO**
AND INDIANA*



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